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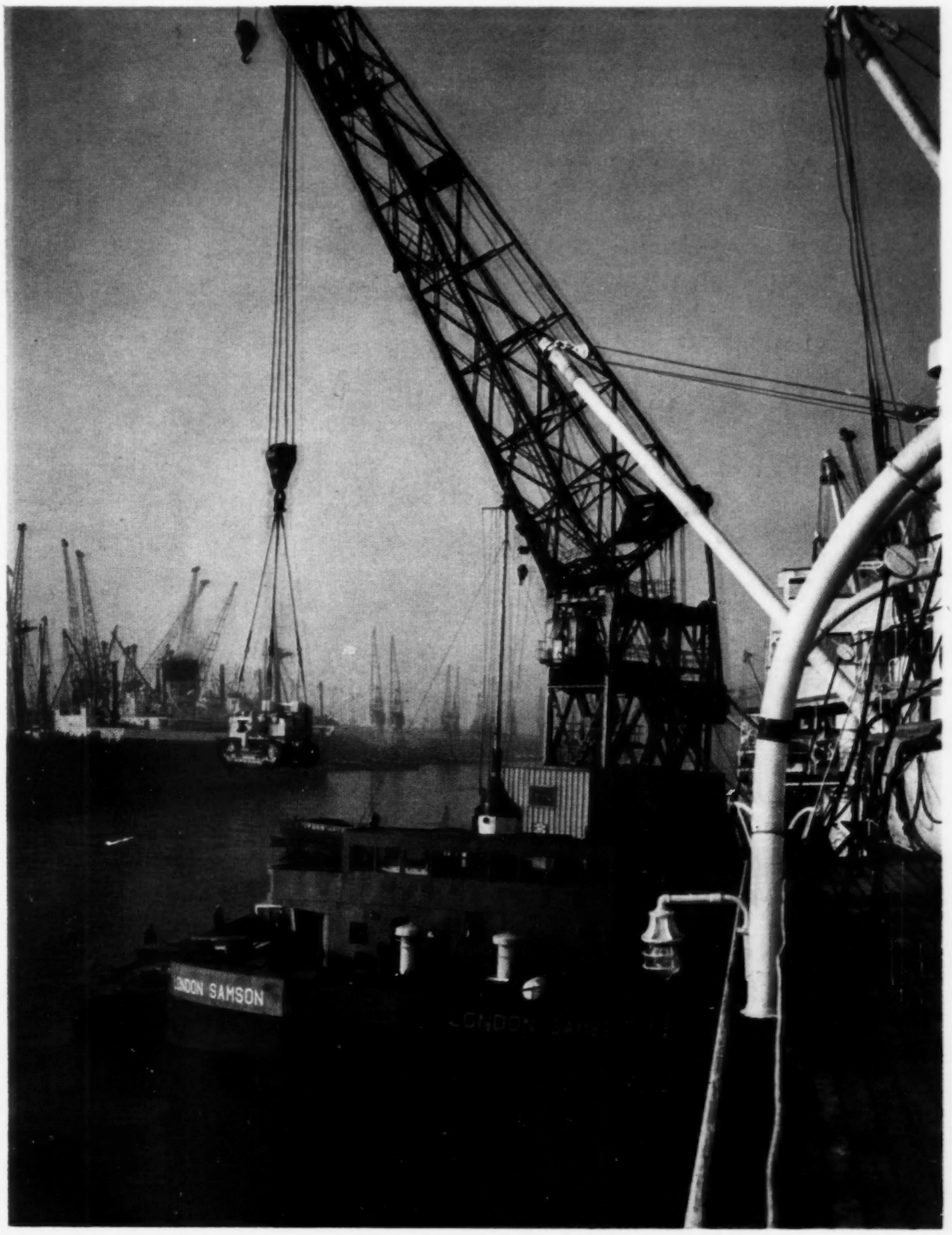

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Front cover photograph

The Port of London Authority's newest self-propelled floating crane 'London Samson' transferring exports from barge to ship in the Royal Albert Dock. One of six PLA floating cranes (the largest being 'London Mammoth' – maximum lift 200 tons), 'London Samson' is geared for normal loads of up to 60 tons but auxiliary equipment makes possible lifts of up to 120 tons. Voith-Schneider propulsion units provide a high degree of manoeuvrability for this crane in confined dock quarters while Rolls-Royce diesel electric machinery gives reliability and finesse in handling cargo.

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Education for business

By J. W. PLATT, Chairman, United Kingdom Advisory Council on Education for Management

THE PURPOSE of this article is to summarize developments in business studies within the educational system of Great Britain, and to suggest a policy which will enable business and education to forge their essential partnership in this field of study, and work towards a sensible national plan.

The two sectors of the educational system which are involved, and which between them can serve the country well and cover the field of work, are the Universities and the Technical Colleges.

The universities

It is only four years since the first effort was made by business interests to encourage these studies at University level. The financial help then available was on a very small scale. But interest was awakened, and within two years Government and business joined forces to finance a significant expansion. Almost concurrently, strong support was given in the reports of both the National Economic Development Council, and the Robbins Committee. They stated the need in very similar terms.

Both strongly advocated the foundation of one or more new large-scale postgraduate business schools: and both also stressed the importance of the development and co-ordination of work already proceeding in Universities, Technical Colleges, and Colleges of Advanced Technology.

With the assurance of Government support, the business community responded quickly and generously to an appeal for funds. We are now in the fortunate position of being able to undertake a major programme of development.

More than a dozen Universities now have Departments of Business Education. All bear the stamp of quality, and have a nucleus of capable staff. But they are limited in size, and in the range of their work, and none can yet be said to have achieved a national reputation. The decision to found two large-scale Business Schools at London and Manchester seems to have had quite a dramatic effect, and to have at last stirred the imagination of both the business world and the public. For the first time we are now able to contemplate schools organized to cover the field of knowledge – or at least to be able to see this whole field in perspective. We must see to it that they are developed soundly and on the proper scale; and while some help is still likely to be available to other Universities which merit support, these major Schools will, for the present, have priority of attention.

We must now include, under this heading, the Colleges of Advanced Technology which achieved University status in April 1965. Many of these already have good departments of management studies, and they will bring with them a powerful reinforcement to business education at this level.

The technical colleges

After the removal of the Colleges of Advanced Technology from this category, there remain between 50 and 60 regional and area Colleges which have long been active in this field, and achieve good standards of work. We have in them a foundation on which we can build effectively. They represent a heavy capital investment, and they have an experienced staff of several hundred specialist teachers. Plans are now under consideration which could enable them quickly and at no great cost to take responsibility for a large and important section of the work, and fit neatly and effectively into the national organization of Business Studies.

We have therefore reached an interesting and hopeful stage in the progress of education for business in this country. The stage is being set: there is an awakening of purposeful interest in all concerned: and it now seems possible to give constructive thought to an overall plan in which both Universities and Technical Colleges play their recognised part.

The range of business studies

At this point it will be useful to summarize the range of Business Studies in a typical two-year course at a graduate school.

1. Courses which deal with basic background disciplines and the application of their principles to business. Subjects studied will include economics, psychology and sociology, analytical methods, accounting and statistics.
2. Functional subjects, e.g. production, marketing, finance, personnel, operational research, and other modern management techniques.
3. The developing theories of organization and decision-making, the application of advanced quantitative techniques, and the study of economic, political and social issues.

I will refer to this outline from time to time, and at this moment merely suggest that these three paragraphs do, in fact, outline the three clear stages in the career of a successful manager.

We are now coming to the theme of this article, which is the examination of the critical stages in the career of the manager, and the link between these stages and his educational opportunities.

But first there are three points which I should like you to keep in mind.

First, the conception of partnership between businessmen and educationists, which Lord Franks wrote so firmly into his report: ". . . a partnership so positive and close that shared responsibility dissipates doubts."

He has told us that this partnership has to be forged, and certainly he used this vigorous word deliberately. It is a partnership between the two different but complementary worlds of thought and action, in which it is easy for each to become intolerant of, or impatient with, the other. It will need a strong and determined effort on the part of both, but success will secure the educational result we aim to achieve, which is a good balance between the intellectual capacity of the academic, and the consuming urge for action of the man of affairs.

Second, every course of study should be tested against the accepted needs of business. It should never be just a question of sending a man off for a course: it must always be the deliberate release of a man for a course which he should take because it is directly in the interest of his development (and therefore in the interest of the firm) that he should have this particular educational experience.

These needs should be declared by business, or at least win its positive acceptance. Then, I believe, the responsibility must be squarely placed on educational institutions and all others who invite firms to release staff for their courses, to explain very precisely, in language that the businessman will understand, the application of each of these courses to the needs of the business, and to the development of the individual at some defined stage in his career.

Third, in the re-appraisal of education for managers which seems to be a continuous process, there is growing acceptance of the thought that management education is in itself a continuous process which cannot best be accomplished in one course of study, however thorough. It is better to time it in order to match the stages in a man's career. This should have an appeal to business firms, who will clearly see its practical value, and how it can be linked with their own needs for career development and long-range planning. In a short phrase, it means that the right man will get the right educational experience at the right time. For the man also, it can be linked with his own individual efforts for self-improvement.

Stage I—Education before entry into business

The importance of a good start to any career needs no emphasis, and there are few in which special educational preparation is not required.

In the case of a business career every step in the educational ladder is important. Early specialization is damaging if, on reaching University age, the student is still unable to express himself well orally and on paper, if he has acquired no grounding in mathematics, and if he has had no introduction to the human and social problems of modern society.

Undergraduate studies. Business education at undergraduate level is not in favour. Its value has been depreciated in the United States, where it has grown to enormous dimensions (16 per cent of the undergraduate population of the country) and careful examination has shown that these courses attract the poorest quality in both teacher and student. The famous graduate schools seldom recruit from these undergraduate departments. Indeed, it has become a general recommendation that young men who plan to pursue graduate studies in business should postpone the start of their specialized busines education until entry into the graduate school. They should concentrate their interest, as undergraduates, on the liberal arts, science, or engineering.

We also must give our immediate attention to postgraduation studies, which will always have their special advantages. But it would be wrong to exclude undergraduate study in principle and entirely. There are technologies of management – for example, marketing, finance, production, personnel – which derive from the academic disciplines of economics, sociology, psychology, and mathematics. Our weakness in these technologies is admitted, and this has a direct bearing on our national efficiency. One reason for this could well be that there is an educational gap in that these management technologies have not been backed by disciplined study and teaching. Professorial chairs in these subjects are now being founded in several Universities, and this could well result in the emergence of these technologies on the analogy of the relation between engineering and the physical sciences.

Postgraduate studies. The majority of students will come to their postgraduate studies straight from a first degree. It is to be hoped, however, that firms will release promising young men for these courses in the early years of service, as there is an advantage in having prior experience in the environment of business, however slight.

The courses cover the application to a business career of certain fundamental academic subjects. They will include economic theory, both business and general, other social and human sciences, statistics, accounting, and so on. Their purpose is primarily educational, and the grasp of principles and habits of rigorous thought which they develop will serve the student well throughout his career. The purpose is, through deep study in subjects useful in business life, to develop and enrich the mind, and so prepare the student to meet the unknown challenges of the future. He will acquire the habit of careful thought and an alertness to what is significant and important.

This is the most important stage in the educational preparation of managers, for the principles he now acquires will be applied in both education and practice, throughout his career. The ambitious young man is coming to regard this as the essential preparation for success. Its strength lies in its breadth and its appeal to the intellect. Good specialists are essential in business – accountants, engineers, lawyers, economists, and so on. But looking to the strength of the future management of a business, the limited specialist is never the answer. To achieve the fulfilment of high success the specialist must, in one way or another, acquire a liberal education.

There are many who still find it hard to understand the importance of this stage.

These postgraduation studies are in themselves a form of liberal education. They open the minds of students who have been absorbed in one field of study to a much wider range of subjects and interests. Their imagination can be stirred by this new intellectual adventure, and they will thereafter work for themselves, and time will work for them.

There also come together at this point the best selection of potential management talent which is possible at this stage. Men with the qualities and ability needed for higher management are rare, and some will be found in every academic faculty. The postgraduation course is the first point at which all these streams can come together. Their first degree has been a test of quality, and in addition they will now be screened for entry to the Business Schools. The result must be a purposeful group of able men with the ambition to make the best use of the opportunity to get a good start in their careers. It has been the experience of graduate Business Schools that these mature students, with well-formed habits of study and still also in the mood to learn, work harder, learn more quickly, acquire confidence and independence, and adjust themselves generally to these new subjects of study far better than younger students of comparable ability.

Stages II and III—Post-experience education

An outstanding American educationist, Mr. Marshall A. Robinson, recently said in this country: 'In the education of the American businessman the learning a man does after he has a job is probably the most critical for his development as manager.' This is an important truth, for it is through study and intelligent individual work, combined with the opportunities given to him to exercise heavier responsibilities, that a man grows in stature and builds up, over the years, those reserves of capacity which enable him at every stage of his career always to have something in hand.

We must keep in mind always the threat which hangs over us in the obsolescence of management studies. With growing maturity men must learn more to be able to handle each level of responsibility. This is specially important in subjects, which, if learned in youth, will be out of date when they come to be applied.

Once a man has embarked on his career the race is on, and there should be no soft options. Educational opportunities should come only if he deserves them, and they should be directly related to the work he is doing or will be doing in the immediate future. It is wasteful and discouraging if there is not a practical purpose in every course taken, or if there is a gap between educational experience and its application in practice. The able and experienced man, as soon as he has a responsible position, is concerned with making his mark in his job and thereafter with his immediate line of promotion. This is where the true partnership between business managers and educationists can show itself at its best, i.e. where the range of courses offered links in with the staff development plans of management.

The educational stages which follow postgraduation studies can never be clearly cut, but it serves the purpose to divide them into two.

Stage II. This stage covers the period between entry into business and promotion to general management. The pattern is consistent. There may be a short introductory period, during which the abilities and preferences of the new recruit are being gauged; but he will invariably settle down to a long period of work in some functional department, normally one of the following four – marketing, production, personnel, or finance. Many will stay in their functions for the whole of their careers, but even for those who rise to general management, the period spent in a functional department is likely to be anything between 10 and 15 years. The success of the firm greatly depends on the competence of these

functional managers, and for the individual himself, his future promotion depends on his success in mastering his functional work and the way in which he handles these first management responsibilities.

This middle or second echelon management group is by far the most numerous in business, and the responsibilities they have to carry can be quite heavy. There are great numbers of these positions in the departments of large firms, in the single units of multiple firms of all kinds, and in the big aggregations of small concerns in certain industries. The proportion of the country's overall total of management responsibility which is carried at this level is very great.

This has been made clear by Mr. S. P. Chambers in his paper 'Education and Industry'. He explains the delegation of responsibility and the importance of a clear understanding that 'the need to keep decisions down to the level where they belong is essential to the proper organization of a large business'.

Therefore, since management is involved at this level, as well as functional competence, we must consider not only the educational experience necessary to ensure the highest level of skill in each function, but the inclusion of supplementary studies to help managers at this level carry their more general responsibilities.

A study on this particular subject was published in *The Manager* of April 1964 under the names of Wilfred Brown and Elliott Jaques. In general terms, their theme is that the essential core of study is the function and its particular techniques; but that certain other subjects should be included in order to cover the management responsibilities carried at this level. What these subjects will be is a matter for further study, and they may vary from one function to another. The writers of the article suggested that in a general way, these supplementary studies could concentrate on personnel and programming techniques.

It is a sound idea that management capacity should be developed in this natural and practical way, in line with the knowledge required and the responsibilities carried in each man's daily work. It should appeal equally to the ambitious employee and his employer. There is the further attraction that this will widen the area of recruitment for higher management, and bring definitely into this field men who have proved their worth on the job without the advantages of higher education. On this point Mr. Robinson has said: 'For those who attend these programmes after a career of overcoming the social handicap of a degreeless youth, the urge to succeed is strong and the tension of uncertainty is often awesome to behold.'

Rising men will continue to get special attention as their qualifications for promotion to general management responsibilities become clearer. As opportunity offers, management will see that the functional and managerial knowledge they have will be supplemented by experience in other departments, or by short appreciation courses in subjects outside their practical experience.

A substantial plan on these lines to raise the functional competence in this country could have an electrifying effect, and the achievement of higher standards in areas of management where we are really weak would be of national importance. Qualified teachers and courses of the right quality are hard to find, but there is evidence that the need is being recognised, and if a special effort can be made to hasten the training of teachers and establish new standards for the curricula, an improvement would very soon make itself felt.

Stage III. This begins when the rising man fulfils his promise as a functional manager and is in line for promotion to general management. Mastery of a function will always stand him in good stead, for I do not believe a man can play his full part at the level of the board room unless he has specialized with success in one branch of business.

Dr. van Lennap, a Dutch psychologist, has put this point tersely: 'Competence without all-round capacity leads to too dangerous over-emphasis on the specialism: all-round knowledge without high competence in one field leads to dilletantism.'

At this stage firms will be seriously concerned to round off the experience of men chosen for high promotion, and there is one more educational experience which can still play an important part as they move to the culmination of their careers.

The average age will be about 40, so there is ahead of them a period of at least 20 years in which their ability and stamina will be severely tested. An exacting course of study for higher management, adapted to their aspirations and broader responsibilities, should contribute greatly to their final achievement.

This idea is gaining acceptance: that a further period of full-time study will be valuable for such senior men, if taken in conjunction with their peers from other companies, and under the guidance of minds of first-class quality. These courses can be the true refinement of management education, and cannot fulfil their purpose if there is any relaxation of quality in either staff or students. Selective courses of this kind will enable attention to be given to the special needs of individuals: but the main purpose is to bring them up to date in thinking on management and organization problems, the higher skills and techniques, and the background of political, economic and social thinking.

There is not the same pressure for these studies to be intensive or rushed. In fact there are limits to the amount of sustained study a man can undertake at this point in his career. He must become accustomed to assemble and study carefully all the facts, and then take his major decisions with calm and detachment.

I hope this idea will prosper, and that management will be well disposed, as these improved courses become available, to release their selected men for period of even as much as an academic year, i.e. eight months of study when, in company with men of the same standing, they will get a new vision of their maturing opportunities and responsibilities. The number of people involved will be very few.

I am not thinking here of the post-experience courses on which the business schools are about to make a start. These were designed for a different purpose, namely to derive some early practical benefits from the new schools by giving a special opportunity to promising men who have not had the advantage of academic management studies.

It is not very useful to try to guess what will happen to these courses in the future. We must leave that to the test of time, and the progress of thinking on management education.

Conclusion

I have tried, in this article, to explain, in very general terms, the trends of thought and action in business studies on which our plans in this country could be based. I hope there will shortly be some developments which will help to make clear how the work can effectively be spread over the different sectors of the educational system.

In the course of building up these studies in Great Britain in which reasonable success has been achieved, many difficulties have been faced and ultimately overcome. We now have to deal with yet another, which perhaps will be the most difficult of all, namely the supply of an adequate and competent corps of teachers.

I must say just a few words about this, because it is extremely important and we must all acknowledge the debt which business will owe to the educationists who take up this field of study as a career. We are greatly dependent on them. It is they who will have to live with these problems, and the real weight of this burden will be on their shoulders.

Teaching is a profession and only the dedication to these studies of an able and experienced core of University teachers can ensure that the standards of teaching and research are high enough. Businessmen will certainly be brought in to help on the practical side of these studies, but their part will be secondary.

Professor Hague, who is now writing very cogently on this subject, feels that the standard at which we must now aim and which it is the intention of the new business school to set, will be something of a shock to many existing teachers and students of business subjects.

All I will say is that the three sponsors of the Appeal to Industry are fully aware of this problem, and have decided to give priority to the finance needed to accelerate the re-training of good teachers already engaged in this field of study, and to attract to it new men of high academic attainment.

BMC/Pressed Steel merger

THE BOARD OF TRADE announce that they have referred the proposed merger of the British Motor Corporation and the Pressed Steel Company to the Monopolies Commission, for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. The Board of Trade do not propose to make use of their powers to hold up the merger, or to impose conditions upon its completion, during the period of the Commission's investigation. The Commission have been required to make their report within six months. The text of the reference is given below.

Reference to the Monopolies Commission under Section 6 of the Monopolies and Mergers Act, 1965

1. Whereas it appears to the Board of Trade that arrangements are in progress or contemplation for the merger of the British Motor Corporation Limited and the Pressed Steel Company Limited being arrangements which, if carried into effect, will result in Section 6(1) (a) and (b) of the Monopolies and Mergers Act, 1965 being satisfied in that:

(i) an enterprise carried on by or under the control of the Pressed Steel Company Limited will cease to be distinct from an enterprise carried on by or under the control of the British Motor Corporation Limited;

(ii) assets of a value in excess of £5 million will be taken over.

Now, therefore, the Board of Trade in pursuance of the powers conferred upon them by section 6(7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

2. The Commission when investigating and reporting upon the facts shall not consider whether the provisions of section 6(1) (b) (i) are satisfied.

3. The Commission shall report upon this matter within six months from the date of this reference, dated August 20, 1965.

Notes:

1. The Monopolies Commission have only recently been empowered to investigate mergers, on the reference of the Board of Trade. This is the first reference to be made, following the enactment of the Monopolies and Mergers Act, 1965.

2. Section 6 of the Monopolies and Mergers Act permits the Board of Trade to refer a merger to the Monopolies Commission in either of two cases:

(a) where the merger would lead to or strengthen a 'monopoly';

(b) where the value of the assets taken over would exceed £5 million.

The Commission are required to investigate the merger, and to report to the Board of Trade on whether the merger operates or may be expected to operate against the public interest.

3. The BMC/Pressed Steel merger has been referred under the size-of-assets tests. Although the reference precludes the Commission from going into the question whether the monopoly test is satisfied, they are free to consider any monopoly aspects in relation to the public interest.

4. The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not a merger is contrary to the public interest. It is for the Commission to report on this, after a full investigation into the merger.

New address for Marine Navigational Aids Branch

THE Marine Navigational Aids Branch of the Board of Trade Marine Division will move from 9 Buckingham Gate, London, S.W.1, to Abell House, John Islip Street, London, S.W.1 (Tel. Victoria 1741-6) on August 28.

Monopolies Commission reference on aluminium semi-manufactures altered

THE BOARD OF TRADE have made the following variation to one of the references at present before the Monopolies Commission:

Whereas it appears to the Board of Trade that the reference to the Monopolies Commission made by the Board on the 2nd day of July, 1965, and relating to the supply of Aluminium Semi-Manufactures ought to be varied in the manner provided below:

Now, therefore, the Board of Trade, in pursuance of the powers conferred upon them by section 6 (4) of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948 (hereafter called 'the Act of 1948') and section 1 (3) of the Monopolies and Mergers Act, 1965, hereby vary the said reference as follows:

1. Paragraphs 2 and 3 shall cease to have effect.

2. The Commission shall limit their investigation into the prevalence of conditions to which the Act of 1948, as amended by the Restrictive Trade Practices Act, 1956, applies to the question whether such conditions prevail by virtue of the fact that two or more persons refuse normal trade discounts to distributors who obtain part of their requirements of aluminium semi-manufactures from abroad.

3. The Commission, if they find that such conditions prevail by virtue of that fact, shall also investigate and report on:

(1) the things (if any) which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and

(2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

Dated this 18th day of August, 1965.

A Second Secretary of the Board of Trade

This variation is of an essentially technical character and does not widen the scope of the investigation by introducing practices or products which were not specified in the original reference.

The EFTA (Origin of Goods) (Amendment) Regulations, 1965

THE EFTA (Origin of Goods) (Amendment) Regulations, 1965, published today (SI 1965 No. 1603) amends the product description (in the First Schedule of the EFTA (Origin of Goods) Regulations, 1964 – SI 1964 No. 1966) for plaited hat shapes classified in tariff heading 65.02.

Up to September 1, 1965, plaited hat shapes of tariff heading 65.02 qualified for EFTA rates of duty if they fulfilled the 50 per cent criterion (i.e. if 50 per cent or more of the value had been added within the EFTA area), or alternatively, certain hat shapes (those made from plaited or other strips of materials, *except* materials falling within Chapters 39, and 50 to 62) also qualified for EFTA rates of duty if they were manufactured from unbleached and undyed hat shapes or from materials not falling within tariff heading 65.02.

The effect of the amendment is that as from September 1, 1965, plaited hat shapes containing materials falling within Chapter 57 of the Customs Tariff will qualify for EFTA rates of duty not only, as hitherto, if 50 per cent of their value is added in the EFTA area, but also (provided they do not contain materials falling within Chapters 39, 50 to 56 and 58 to 62) if they are manufactured from unbleached and undyed hat shapes or from materials not falling within tariff heading 65.02.

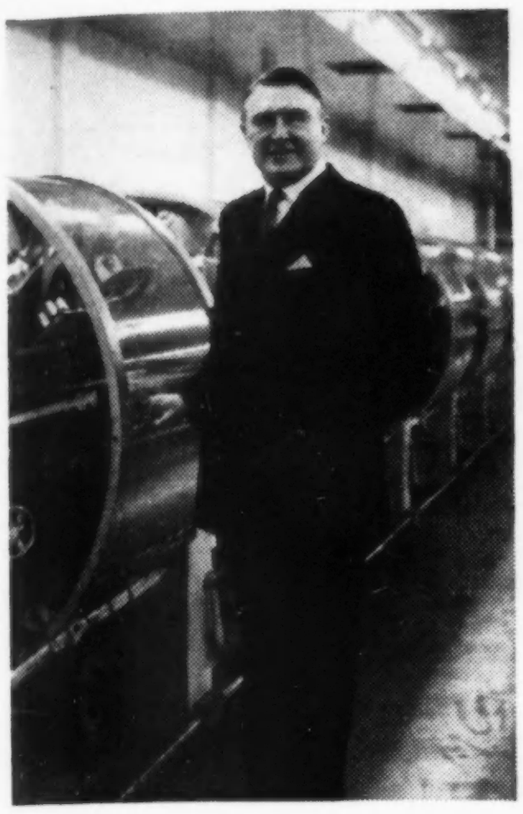
Copies of the Order (SI 1965 No. 1603) can be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d. (6d. by post from HM Stationery Office, PO Box 569, London, S.E.1).

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D.44, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Good opportunities for exports to Australia

AT A press conference on August 24 to mark his return from his three-week tour of Australia Mr. C. R. Wheeler, chairman of the BNEC Committee for Exports to Australia and chairman of AEI Ltd., said that his stay fortunately coincided with the publication of the Australian trade figures for the 12 months ended June 1965. These showed a 17 per cent rise in British exports to Australia. The continued growth of the Australian economy provided further opportunities for British exports of capital goods, particularly of mining equipment. There were also good prospects for the enterprising seller of consumer goods as imported consumer goods possess a considerable 'snob appeal'.



The Committee were considering methods of helping British industry to export to Australia, and in particular, they were going to follow up the Board of Trade's recent export campaign which concentrated on 12 selected groups of products.

Mr. Wheeler had been most impressed by the British Trade Commissioners in Australia and thought that British businessmen should make more use of their services.

Application for anti-dumping duties on saccharin

THE BOARD OF TRADE gave notice on March 5, 1965, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on saccharin and its salts originating in Japan and in the Republic of Korea. The Board of Trade now announce that they are satisfied that imports from both countries have taken place at dumped prices and that the British industry are threatened with material injury.

The Board of Trade have accordingly made an Order (the Anti-Dumping Duty Order 1965) imposing anti-dumping duties of 10d. per lb. on saccharin and its salts originating in Japan, and 5s. 0d. per lb. on saccharin and its salts originating in the Republic of Korea.

The Board of Trade further announce that imports of saccharin originating in any other country which were found to be dumped would be liable to anti-dumping action.

The Anti-Dumping Duty Order 1965 came into force on August 24, 1965. Copies of the Order (SI 1965 No. 1599) are available from HM Stationery Office, price 3d., by post 6d. For the purpose of implementing this Order, the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any saccharin exported to the United Kingdom from Denmark, Japan, and the Republic of Korea.

Institute of Export Officers

IN THE NOTICE under the above heading in last week's *Board of Trade Journal*, page 404, the second paragraph should read as follows:

'Mr. J. P. Ford, executive director of Barclays Export Finance Corporation, and Mr. H. B. Jackson, general manager of Plessey Overseas Ltd., have been appointed chairman and vice-chairman respectively of the Institute's Council.'

British Association's annual meeting

THE 127th annual meeting of the British Association for the Advancement of Science will take place in Cambridge from September 1 to 8. The meeting will be inaugurated by Sir Cyril Hinshelwood when he delivers his Presidential Address entitled 'Science and Socialists', and the principal symposium this year will be on 'World fuel and power resources and needs'.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 10, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	*p*-Hydroxybenzophenone.	As in previous column .	December 31, 1966	1995
29.25	3 : 5 : 4¹ - Tribromosalicylanilide.	As in previous column .	December 31, 1966	6737
38.03	Activated carbon, not being of animal origin, which, in the form in which it is imported: (a) on heating at 105° centigrade for three hours loses not more than 15% of its weight, (b) contains not more than 0·1% by weight of calcium calculated as CaO, (c) contains not more than 1·5% by weight of phosphates calculated as P_2O_5, and, (d) on boiling 1 gramme for five minutes with 25 millilitres of 2N hydrochloric acid, filtering and evaporating the filtrate to dryness, yields an extract of which the sulphated ash does not exceed 15 milligrammes.	Activated carbon . .	December 31, 1966	5665
73.22	Cylindrical steel storage containers of a kind used for agricultural purposes, coated with glass internally and externally and incorporating a pressure-adjusting system using a collapsible bag.	Harvestores . . .	December 31, 1966	7232

Revocation of anti-dumping duty on lithium carbonate originating in Canada

THE BOARD OF TRADE announced on August 23 that the Anti-Dumping Duty (No. 2) Order 1962 (Revocation) Order 1965 revokes the anti-dumping duty of 1s. 0d. per lb. on lithium carbonate originating in Canada.

Copies of the Order (SI 1965 No. 1600) which came into force on August 24, 1965, are available from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d. (by post 6d. from HM Stationery Office, PO Box 569, London, S.E.1).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneer
Sept. 2	Machine tools, plant and miscellaneous stores including:	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. 4366).

Lathes, drills, grinders, hack and circular saws, electrical and M.T. equipment and spares, A.R.88 radio receivers, lifting trucks and jacks, tentage, haversacks, canvas, webbing and leather scrap, clothing, miscellaneous furniture, kitchen and household equipment, mixed rags, steel helmets, watches, etc.

Sept. 9	Vehicles and miscellaneous stores including:	Ordnance Disposal Depot, Bowhouse, Hurlford, nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton, 2447).

Morris, Ford, Hillman and Vauxhall saloons, Fordson, Thames, Commer, Bedford and Austin trucks and vans, Austin 'Champs', Land Rovers, mobile cranes, ambulances, tyres and batteries, B.D. and denim trousers and blouses, greatcoats, boots and shoes, raincoats, shirts and shorts, web packs and haversacks, old canvas, rubber and leather, white and coloured blankets, mattresses, chairs, tables, sideboards, etc., tools and tool kits, electrical equipment.

Sept. 14	Miscellaneous stores including:	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073).

Clothing, footwear, furniture, kitchen equipment, paint, assorted metal plates and tubing, steel angle irons, pallets, canvas goods, hand tools, M.T. spares, electrical equipment, etc.

Catalogues for the sales shown above may be obtained from the appropriate Auctioneers, 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Sept. 8	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford, and Royal Air Force, Cranwell, Lincs.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include (at No. 16 Maintenance Unit R.A.F. Stafford) – Aero-engine and Aircraft spares; electric motors and equipment; motor and plant engines and spares including A.E.C. Diesel and Petrol, Austin, Leyland, Ford, Scammell Diesel, Standard, Rover, Coles Crane, David Brown, B.M.C., Bedford, etc.; Caterpillar Track Links and spares; fire hoses; aluminium containers; wood cases; barrack and household furnishings, etc.

At Royal Air Force, Cranwell – barrack, office and household furniture.

Note: For particulars of viewing arrangements see detailed catalogue.

Sept. 16	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).
Sept. 22	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Polebrook Airfield – Sale of Buildings. *Description*: Approximately 9·129 acres of land with 1 'J' type and 2 T.2 type Hangars *in situ*, total floor area about 116,400 square feet. Suitable for agricultural storage and distribution. *Location*: Former R.A.F. Station, Polebrook. 10 miles from Peterborough, 3 miles from Oundle, Northants. Sale by auction Angel Hotel, Peterborough on **Wednesday, September 29, 1965, at 3 p.m.** *Auctioneers*: Norman Wright & Partners, 26 Priestgate, Peterborough (Tel. 67361), from whom detailed particulars and plan can be obtained.

MINISTRY OF DEFENCE (LANDS 15(Air)

1965	Description	Location	Auctioneers
Sept. 15	262 acres approximately of freehold land and buildings formerly part of Shepherds Grove Airfield, Suffolk, including T2 type hangar, 11 Butler sheds and other brick and Nissen type buildings having a total floor area of approximately 131,000 square feet. Outline planning permission for suitable industrial and/or storage use of the buildings and approximately 45 acres of land.	Former Royal Air Force Station, Shepherds Grove, Stanton, Nr. Bury St. Edmunds, Suffolk.	H. C. Wolton & Son, 6 Whiting Street, Bury St. Edmunds, Suffolk. (Tel. Bury St. Edmunds 3366).

For Sale by Private Treaty. *Description:* 53 acres of land and buildings formerly part of the technical and domestic site at Royal Air Force Station, Bircham Newton, including 3 hangars (total floor area over 77,750 sq. ft.) and 9 barrack blocks, messes, stores and numerous other substantial brick buildings having a total floor area of over 307,480 sq. ft. The whole suitable for industrial, warehousing, storage and other uses subject to the necessary planning permission. *Location:* Royal Air Force Station, Bircham Newton, Nr. Kings Lynn, Norfolk. *Agents:* Further details from the agents, Charles Hawkins and Sons, Bank Chambers, Kings Lynn, Norfolk. (Tel. Kings Lynn 2370 and 2473).

Full Sutton Airfield, East Riding of Yorkshire. Sale by auction of valuable airfield equipment comprising twelve 12,000 gallon fuel tanks, weatherboard huts, floodlights and standards, steel railway tracking, chain link fencing, tubular scaffolding, concrete ducting and underground cables containing a large quantity of copper and lead. To be sold on the site, mainly without reserve, by R. M. English and Son Ltd., Pocklington, on **Wednesday, September 8, 1965, at 1.30 p.m.** Viewing may take place on Tuesday, September 7, on production of a catalogue obtainable from the auctioneers.

ACASTER MALBIS SALE

4 miles from York

WALKER, WALTON & HANSON

will **SELL BY AUCTION** on

Wed., 8th September, 1965

approximately 300 lots

CIVIL ENGINEERING PLANT, EQUIPMENT AND SPARES, TRAILERS, MOTOR VEHICLES, HAND AND MACHINE TOOLS, AGRICULTURAL TRACTORS AND IMPLEMENTS, etc.,

including

EXCAVATORS by RUSTON BUCYRUS ('19RB', '37RB', '43RB'), LIMA 'PAYMASTER' and CARTER 'BAMBINO'; TRACTORS and ANGLEDOZERS by CATERPILLAR 'D7', INTERNATIONAL 'TD 14', FOWLER 'CHALLENGER III' and TRACK MARSHALL '50'; TRACKED and WHEELED LOADING SHOVELS by BRAY 'BL450', CATERPILLAR (TRAXCAVATOR '933' and '955', 'No. 6'), INTERNATIONAL ('BTD 6', 'B6K3', 'B8K3', '9K3', '150') and JOHN DEERE '1010'; EXCAVATOR/SHOVEL COMBINATIONS by JCB ('4', 'HYDRA-DIGGA 65', 'LOADALL 65), WHITLOCK 'DINKUM-MAJOR', SHAWNEE 'WARRIOR', MASSEY FERGUSON ('35' and '65'), WEATHERILL '4H7' and INTERNATIONAL WAIN-ROY; MOBILE and LORRY MOUNTED CRANES (3-5 tons) by MERCER, TAYLOR 'JUMBO', COLES/THORNEYCROFT and COLES/AEC; DUMPERS (15 cwts.-5 cu. yds.) by ARDEN, LINER, ROB-ROY, MUIRHILL and WHITLOCK; MIXERS (½ bag-10/7) by LINER, AVELING BARFORD, WINGET, ROB-ROY and MAXIMIXAM; PARKER 'PAVER', STACKER TRUCK, F/L TRUCK, RANSOMES and RAPIER TRUCK MIXER, AVELING AUSTIN '99H' GRADER, LE TOURNEAU TOWED SCRAPERS 6/9 cu. yds., ARPS 'TRENCH HOG' TRENCHER,

also

LOW LOADING TRACTOR/TRAILER UNITS (10-25 tons) by ATKINSON, AEC 'MANDATOR', COMMER, SEDDON and SCAMMELL; PLATFORM and DROPSIDE TRUCKS by FORD, BEDFORD, LEYLAND 'HIPPO', MORRIS and COMMER; AUSTIN 'CHAMPS', TRAILERS, COMPRESSORS, POKER VIBRATORS, WELDERS, LIGHTING SETS, PETROL and DIESEL ENGINES, HYDRAULIC TROLLEY and BOTTLE JACKS, TYRES, BATTERIES, PAINT.

and

HOLBROOK 6in. LATHE, ALIGNMENT GAUGE, WOLF ½in. and ⅜in. DRILLS, BLACK and DECKER SANDER, HILGER and WATTS THEODOLITE, HILTRI CARTRIDGE GUN,

also

DRILLS, TAPS, DIES, CHASERS, REAMERS, MT SPARES, NUTS and BOLTS, OFFICE FURNITURE, etc.

SALE TO COMMENCE AT 10.30 a.m.

FOR VIEWING DATES AND TIMES SEE CATALOGUE

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' INQUIRY OFFICES, DEPT. A2, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

SPOTLIGHT ON OVERSEAS TRADE Nº7

The British Exhibition to be held in Tokyo from September 17 to October 3 focuses attention on the opportunities in Japan for British goods. A helpful summary of this sophisticated market and of the possibilities for the British manufacturer is given in the Midland Bank's pamphlet entitled

JAPAN—AN EXPANDING MARKET

This is the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest on overseas trade.

Copies may be obtained from any of the Bank's 2,550 branches or from

The Panel for Overseas Trade Development
MIDLAND BANK
Overseas Branch
60 GRACECHURCH STREET, LONDON E.C.3
TELEPHONE: MONARCH 9944

Midland Bank

New Books

Wages, Costs and Prices in the Printing Industry. National Board for Prices and Incomes. (Cmnd. 2750) (32 pages. 3s., by post 3s. 5d., from HM Stationery Office and Government bookshops). In their Report No. 2 the National Board for Prices and Incomes present their findings on their reference to consider whether the proposed wage settlement of the 17th May 1965, between the printing industry employers' organizations and trade unions, was out of line with the considerations laid down in the White Paper on prices and incomes policy (*General Considerations Relating to Prices and Incomes,* Cmnd. 2639); and whether the consequential increased costs could result in price increases which would not be in accordance with the criteria for price behaviour set out in the White Paper. The report describes first the negotiating machinery and the wages structure in the printing industry. It goes on to describe how the settlement came about and records the opinion that it is likely to result in an increase of earnings 'out of keeping with the White Paper'; and that only a major change in working practices making a direct contribution towards increasing productivity would justify such an increase. The board considers that no price increases are warranted as a result of the settlement because of the scope for absorbing the cost through increased efficiency; and suggests that customers should in future look at printing prices more critically.

Basic Instruments and Selected Documents: Thirteenth Supplement. General Agreement on Tariffs and Trade (139 pages. 26s. 6d., by post 27s. 2d., from HM Stationery Office and Government bookshops). The latest annual supplement has now been published to this well-known reference compilation of documents relating to the work of the GATT. It contains the decisions, declarations, conclusions and recommendations of the Contracting Parties, and the reports of committees and working parties adopted by them, at their second special session (November 1964 and February 1965) and at their twenty-second session (March 1965). As usual it presents a conspectus of the activities of the organization during the year in question. The largest section is concerned with activities relating to the trade of developing countries. The Supplement reproduces the Protocol introducing Part IV of the General Agreement, which contains special provisions regarding the trade and development of the less-developed countries and which will come into force after acceptance by two-thirds of the Contracting Parties. (This had already been published by HM Stationery Office as Cmnd. 2618). It also contains the report of the Group of Experts which reviewed the work of the GATT's International Trade Centre, and the report on the March 1965 meeting of the new Committee on Trade and Development, which has been set up to keep under review the application of the provisions of Part IV of the Agreement.

The Construction Industry. Ministry of Labour Manpower Studies, No. 3 (50 pages. 3s. 6d., by post 4s., from HM Stationery Office and Government bookshops). The size and economic importance of the construction industry, its employment of large quantities of skilled manpower, and the likely substantial increase in demand on the industry are amongst the reasons for its early selection for special study by the Ministry of Labour's Manpower Research Unit. The report on this study, which was mainly based on an examination of existing statistical information supplemented by discussion with informed opinion in the industry, deals with the size and occupational structure of the labour force of the construction industry in Great Britain, and the way in which the introduction of new techniques and methods of work are likely to affect it. The study concentrates on the operative labour force and deals only incidentally with professional, scientific and other types of manpower, and questions of organization and management. The industry is examined solely in national terms; the problems of regional variations in the pressure of demand being outside the scope of this report. There are several statistical appendices, providing data for various periods between 1946 and 1964, and a brief description of the main statistical sources used in the report.

Some Notes on the Scandinavian Market. 2nd edition (56 pages. Free on request from Aktiebolaget Ervaco [Ervaco Advertising], Sveavägen 90, Stockholm VA). Described as 'a statistical snapshot' this booklet aims at giving a graphic picture of the Scandinavian countries, both separately and in relation to other countries. It includes comments and statistical tables on foreign trade, industry, agriculture, wholesale and retail distribution, consumption, population, employment, and politics as well as a chapter on advertising media. Few of the actual statistics quoted are later than 1963 but earlier figures and future projections are given in some instances to show the anticipated development trends.

Advertising Conditions in Sweden, by Göran Tamm (23 pages. Free on request from the Institute of Practitioners in Advertising, 44 Belgrave Square, London S.W.1.). This is the text of a talk given by Mr. Tamm to the IPA in September 1964. It describes the relative importance of the Swedish and Scandinavian markets in comparison with other overseas markets; the best methods of approaching, entering or strengthening ones position in the markets; and aspects of Scandinavian advertising and marketing conditions of special interest to IPA members. The publication is the sixth of a series, previous booklets having covered France, Italy, the Netherlands, Switzerland (noticed in the *Board of Trade Journal* for October 18, 1963, page 860) and Western Germany.

Design Centre Awards and the Duke of Edinburgh's Prize for Elegant Design 1965 (28 pages. Council of Industrial Design, 28 Haymarket, London, S.W.1. 3s.) Reprinted from *Design,* this booklet contains a full description and illustrations of the product – a tip-up auditorium seat designed by Peter Dickinson – receiving the Duke of Edinburgh's prize on the seventh occasion that it has been awarded. Also illustrated and described are the 16 products selected this year for Design Centre Awards, as being of outstanding interest. They include furnishing fabrics, a slide rule, light fittings, cutlery, a convector heater, a hand saw and rag dolls. The concluding pages contain smaller photographs of all the products which have received the Duke's prize and the Design Centre Awards since they were instituted in 1959 and 1957 respectively.

Sand and Gravel Production, 1963-1964. Ministry of Public Building and Works (19 pages. 2s., by post 2s. 3d., from HM Stationery Office and Government bookshops). Apart from the national totals of sand and gravel production, which are also published in the Central Statistical Office's *Monthly Digest of Statistics* and *Annual Abstract of Statistics,* this annual publication includes production statistics analysed by gravel region and service area, and by English county. Revised estimates of future demand for the years 1975-1980 are also given. Construction work continued to increase in 1964 and the demand for sand and gravel also increased to a record level of 90 million cubic yards, an increase of over 50 per cent compared with 1959. As the amount of sand and gravel obtained by dredging is now a significant proportion of the total output of the industry a separate table is included in this year's report showing the quantities obtained by both off-shore and river dredging.

Conference for Retail Management, Winchester, 28-30 March, 1965 (57 pages. Council of Industrial Design, 28 Haymarket, London S.W.1. 5s.) A collection of the papers given at this Conference, organized by the Council of Industrial Design for senior management in the retail trade. The main theme of the conference was that good modern design is also profitable retail business. The delegates discussed the design aspects of merchandise, shop planning and consumer requirements.

Industrial Radioisotope Economics: Findings of the Study Group Meeting held in Vienna, 16-20 March, 1964. International Atomic Energy Agency (576 pages. 69s., by post 72s., from HM Stationery Office and Government bookshops. International Atomic Energy Agency Technical Reports Series No. 40). The full United Kingdom contribution to this Meeting has been published separately as *Survey on the Uses of Radioisotopes in British Industry* (Social Survey Division, Central Office of Information. 20s.) and was noticed on page 345 of the *Board of Trade Journal* for August 13, 1965.

Other publications

ANGLO-SWEDISH YEAR BOOK 1965. 170 pages. Swedish Chamber of Commerce for the United Kingdom (Inc.), 14 Trinity Square, London E.C.3. 12s. 6d., by post 13s. 1d.

BRITISH PETROLEUM EQUIPMENT AND SERVICES 1965/66. 514 pages. Council of British Manufacturers of Petroleum Equipment, 118 Southwark Street, London S.E.1. 50s.

BUILDING RESEARCH 1964. The Report of the Director of Building Research. Ministry of Technology. 115 pages. 11s., by post 11s. 8d., from HM Stationery Office and Government bookshops.

INDUSTRIAL FIBRES 1965. A Review of Production, Trade and Consumption relating to Wool, Cotton, Man-made Fibres, Silk, Flax, Jute, Sisal and other Hemps, Mohair, Coir and Kapok. Commonwealth Economic Committee. 246 pages. 10s., by post 11s., from HM Stationery Office and Government bookshops.

NATIONAL READERSHIP SURVEYS 1965. Tables relating to October 1964-June 1965. Institute of Practitioners in Advertising, 44 Belgrave Square, London S.W.1. £15 15s.

TELEUROPE INDUSTRY AND COMMERCE OF THE OECD COUNTRIES 1965. Export-Import-Directory of the OECD Countries. 2,540 pages. Teleurope, Holzhofallee 38, P.O.B. 320, 61 Darmstadt, Germany. DM 50.

WHO OWNS WHOM (UNITED KINGDOM EDITION) 1965. A Directory of Parent, Associate and Subsidiary Companies in Industry and Commerce. 1,153 pages. O. W. Roskill & Co. (Reports) Ltd., 14 Great College Street, London S.W.1. 160s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963 4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964 1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965 1st quarter	128	132	150	145	126	108	160	139	162	187	161	+52	+ 49	— 6	+11
2nd quarter		131*				106									
1965 January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
June		131*				105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers: Mid-month or monthly average†	Wholly unemployed excluding school leavers: Change from previous period†	Wholly unemployed excluding school leavers: Normal seasonal change	Unfilled vacancies for adults: Mid-month or monthly average†	Unfilled vacancies for adults: Change from previous period†	Unfilled vacancies for adults: Normal seasonal change	at current prices		
	at 1958 prices							series shown in thousands								
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963 4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964 1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965 1st quarter	169*	121*	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter	169*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	
1965 January	165*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	166*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0	128·8	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9	128·9	155·1	313	— 28	—20	274	+25	+14	149	143	..
May	167*	123*	132·1	+5·1	111·3*	129·2*	155·9	297	— 16	—23	287	+13	+ 9	157	140	..
June	169*	127*	132·4	+4·9	110·8*	129·3*	158·9	268	— 29	—33	302	+15	+13	148	139	
July			132·4	+4·9	110·3*	129·4*	156·7	264	— 4	—15	296	— 6	+ 3	151*	154*	
August								279*	+ 15*	+10	282*	—14*	— 9			

† Not seasonally adjusted. * Provisional.

Finance and growth of United Kingdom quoted public companies 1961-1963

HM Stationery Office have published this week 'Company Assets, Income and Finance in 1963' (price 14s. 6d.), a study by Statistics Division of the Board of Trade of quoted companies engaged in manufacturing, distribution, property and the service trades in the United Kingdom. The book brings up to date the earlier list compiled by the Board of Trade in 'Company Assets, Income and Finance in 1960' (HM Stationery Office, 1962, price 10s.), which was discussed in an article in the *Board of Trade Journal* on November 30, 1962. It illustrates the wide diversity of structure, behaviour and experience of quoted public companies in the United Kingdom, and provides information against which the record of individual undertakings can be compared and current trends examined.

There was a continuation of the trend towards increased business concentration during the three years 1961 to 1963 – at the end of 1960 the largest 100 companies accounted for 54 per cent of the total net assets of quoted companies with net assets of £0.5 million and over, but by the end of 1963 the share of the largest 100 companies had risen to 57 per cent. Of the approximately 2,000 companies, over a quarter (29 per cent) are known to have subsidiary companies registered overseas. Just under one in 15 of the companies disclose their turnover, although they are not required to do so under the Companies Act, 1948: the proportion disclosing turnover has been rising slowly in recent years. There are no simple reasons for the high rate of expansion in net assets by some companies compared with others, although the rate of return on capital employed, the extent to which the capital market or ploughed-back profits are relied on to finance expansion and other factors are related to growth. Some of these points are discussed in the following article based on the statistics in the book.

EACH YEAR the Board of Trade compiles aggregated appropriation accounts, balance sheets and statements of sources and uses of capital funds of quoted companies engaged in manufacturing, distribution, property and the service trades in the United Kingdom. A feature of the analysis is the attempt to re-cast the contents of each company's accounts into a standardized form, although the degree to which the accounts of different companies can be standardized is naturally limited. For example, the value of assets like plant and machinery in terms of their capacity to earn income for the company is often quite different from their original cost (or cost revalued to current price levels) as well as from their written-down value (cost less depreciation) or their 'break-up' value if they were put up for sale on the open market. Thus comparisons between companies on the basis of their accounts must always be treated with caution, but by adopting standard definitions of income, net assets, etc., and by eliminating as far as possible the effect of purely 'book' transactions like the revaluation of fixed assets, the Board of Trade analysis goes some way towards providing a basis for comparison.

Companies ranked by size of net assets

'Company Assets, Income and Finance in 1963' covers 2,027 companies which in 1960 had net assets of £0.5 million or more or income of £50,000 or more, whose shares were quoted on a United Kingdom Stock Exchange and which were mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport, property and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking and finance and those operating wholly or mainly overseas are not included.

The coverage of companies differs in some respects from that of 'Company Assets, Income and Finance in 1960'. Property companies are listed in this volume for the first time. Only companies whose shares were quoted on a stock exchange throughout the three-year period 1961 to 1963 are included, i.e. the classified list refers to the experience over the three years 1961 to 1963 of companies which were quoted at the end of 1960. Companies which ceased to 'exist' during the period, i.e. companies which ceased to have a quotation, which went into liquidation or which were acquired by other companies, are excluded, although the assets of acquired companies would be included in the consolidated accounts of the acquiring company. In 1960 there were 2,241 companies (excluding property companies) which fulfilled the conditions given above: by 1963 this total had been reduced to 2,004 companies through mergers, acquisitions, etc. Sixty-eight companies whose accounts for 1963 were not available by September 30, 1964, were excluded from the classified list, although they are listed in Section III if their total net assets exceeded £0.5 million at the end of 1962, together with the most recent information that was available at the time. Section III also contains lists of companies which, at the end of 1960, had net assets of less than £0.5 million, but which have since increased in size and now exceed this limit, and companies which have been granted stock exchange quotations since 1960 and which at the end of 1963 had net assets of £0.5 million or more. The earlier volume for 1960 included a small number of unquoted public companies, but none of these are now shown.

Consolidated group accounts have been used in all cases where they are produced. Companies are listed in Section I in order of the value of net assets at the end of the 'year' 1963. The 'year' 1963 is, for each company, its financial year which ended between April 6, 1963, and April 5, 1964. If a company's accounts did not relate to a period of 12 months because of a change in its accounting period, statistics of its income, etc., are based on an estimate for a 12-month period.

As well as being arranged in order of size of their net assets, the companies are also ranked according to their average income during the years 1961 to 1963. The following statistics are shown for each company:

Industry code. Each company has been allotted to one of 23 industry groups based on the Standard Industrial Classification, 1958. If a company has diverse activities it has been classified to the industry in which its main activity lies, although for some companies, for example, industrial holding companies with interests in a number of diverse industries, the classification is inevitably arbitrary.

Net assets at end-1963
Net fixed assets at end-1963
Accumulated depreciation at end-1963
Current assets at end-1963
Stocks at end-1963
Current liabilities at end-1963
Annual average income, 1961-1963
Net assets at end-1963 expressed as a percentage of net assets at beginning-1961

The value of net assets at the beginning of 1961 has been calculated by adjusting the end-1963 assets for changes during 1961 to 1963 in the issued share and loan capital of the company (arising either from new capital issues, other than bonus issues, or from repayments of existing capital); in the amount of profit retained; in amounts arising from the disposal of fixed assets; in the value of minority interests; and in future tax

reserves. The calculated value of net assets at beginning-1961 may differ from the balance sheet value at end-1960 since book revaluations have been ignored.

Annual average amount retained in reserves, 1961-1963
Depreciation provisions, 1961-1963
New capital, 1961-1963

This includes both shares issued for cash and shares issued for a consideration, for example, shares issued in acquiring a subsidiary. Bonus issues, however, are excluded.

Average annual income as a percentage of average gross assets 1961-1963

There are seven summary tables which relate to the 2,027 companies listed in Section 1. The first two tables summarize by size group and by 23 industry groups, companies' net assets at the end of 1963 and their annual average income for the three years 1961 to 1963. The remaining tables are designed to throw light on the relation between the growth of companies, their size, the extent to which their growth is financed by retained profits, and their gross income on each unit of capital (as measured by their fixed assets, gross of depreciation, plus their net current assets).

Other information

An index lists the companies alphabetically and indicates their net assets ranking. A note is made of a company's turnover if it is recorded in its accounts. In fact, 132 companies (approximately 1 in 15) did provide turnover information although it is not required under the Companies Act, 1948. The frequency of turnover information is closely related to the size of the company: eight out of the ten largest companies gave turnover, and 31 out of the top 50 companies. Thereafter turnover information becomes less and less frequent, although there does appear to be a greater amount of information in 1963 than in 1960. The index includes a note of the 557 companies which are known to have subsidiary companies registered overseas. Details are given of amalgamations which have occurred during the period 1961 to 1963 (where possible in Section I the accounts of the new company are compared with the accounts of the companies from which it was formed) and also of any changes (liquidations, mergers, takeovers, etc.) which have occurred between the date of the last account and September 30, 1964.

Company growth 1961 to 1963

At the end of 1963 the value of net assets of the quoted companies included in this analysis amounted to £16,500 million. One of the summary tables in 'Company Assets, Income and Finance in 1963' gives an industry breakdown of companies by ten ranges of percentage change in net assets. These ranges each cover a change of 10 per cent in net assets between 1961 and 1963; the most typical growth for a company over the period was in the range 10-19 per cent. Table 1 below, based on Table 3 of the summary tables, compares the growth of companies in different industries. Since the prices of assets rose by 2 to 3 per cent per annum between 1960 and 1963 a rise of 10 per cent in the value of net assets represents very little change in real terms. This period was one of relatively slow growth compared with the period 1958 to 1960. Nearly one-third of the companies had an increase in net assets of less than 10 per cent. 'Other manufacturing industries' had the largest proportion of companies showing a rate of growth of less than 10 per cent, while the food, drink and tobacco industries had the smallest proportion. Property companies had easily the highest proportion of companies showing a doubling of net assets over the three years (nearly a quarter), largely due to the acquisition of subsidiaries; the chemical and allied industries had 5 per cent of its companies showing a doubling during the period.

Size

The size (in terms of net assets) and industry composition of the companies included in this analysis is illustrated in Table 2.

Table 1. Distribution of companies by industry and by change in net assets 1961-1963

Number of companies with percentage analysis in brackets

Industry	Index of value of assets at end-1963 (beginning 1961 = 100)					
	200 and over	150–199	110–149	90–109	Under 90	Total
Food, drink and tobacco	7 (4·5)	20 (12·9)	96 (61·9)	32 (20·6)	—	155 (100)
Chemicals and allied products	4 (5·0)	8 (10·0)	47 (58·8)	21 (26·3)	—	80 (100)
Metal manufacture and engineering	27 (4·3)	70 (11·3)	333 (53·6)	164 (26·4)	27 (4·3)	621 (100)
Other manufactures	27 (4·6)	46 (7·8)	280 (47·3)	210 (35·5)	29 (4·9)	592 (100)
Property	26 (23·6)	25 (22·7)	31 (28·2)	26 (23·6)	2 (1·8)	110 (100)
Construction, distribution and other services	29 (6·2)	39 (8·3)	251 (53·5)	138 (29·4)	12 (2·6)	469 (100)
Total	120 (5·9)	208 (10·3)	1,038 (51·2)	591 (29·2)	70 (3·5)	2,027 (100)

Table 2. Distribution of companies by size and by industry group

Number of companies with percentage analysis in brackets

Industry	Value of net assets at end-1963					Total
	£25 million and over	£5 million and under £25 million	£2·5 million and under £5 million	£1 million and under £2·5 million	Under £1 million	
Food, drink and tobacco	21 (1·1)	35 (1·8)	27 (1·4)	42 (2·2)	30 (1·6)	155 (8·1)
Chemicals and allied industries	12 (0·6)	15 (0·8)	12 (0·6)	15 (0·8)	26 (1·4)	80 (4·2)
Metal manufacture and engineering	43 (2·2)	128 (6·7)	117 (6·1)	169 (8·8)	164 (8·6)	621 (32·4)
Other manufacture	20 (1·0)	89 (4·6)	77 (4·0)	172 (9·0)	234 (12·2)	592 (30·9)
All manufacturing	96 (5·0)	267 (13·9)	233 (12·2)	398 (20·8)	454 (23·7)	1,448 (75·5)
Property	4	44	25	26	11	110
Construction, distribution and other services	21 (1·1)	81 (4·2)	69 (3·6)	142 (7·4)	156 (8·1)	469 (24·5)
All industries	121	392	327	566	621	2,027
All industries (excluding property)	117 (6·1)	348 (18·2)	302 (15·8)	540 (28·2)	610 (31·8)	1,917 (100·0)

Note: The figures in brackets express the number of companies as a percentage of the total number of companies (excluding property companies).

(Continued on next page)

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Size is obviously related to growth, and Table 3 illustrates how companies of different size increased their net assets during the three years. The relationship is not as clear during the period (which was one of relatively slow growth) as in the earlier period 1958 to 1960 covered by the previous edition of 'Company Assets, Income and Finance'. Between 1961 and 1963 the proportion of companies increasing their net assets by 20 per cent or more varied from 41½ per cent for companies with net assets of less than £1 million to 48 per cent for companies with net assets of £10 million or more. (Between 1958 and 1960 the roughly comparable figures had been 43 per cent and 65 per cent). On the other hand 32 per cent of companies with assets of less than £1 million increased their net assets by less than 10 per cent during this period, compared with 22 per cent of companies with assets of £25 million or more. This provides some evidence that the experience of companies of different size is less varied in times of relatively slow growth than it is in times of more rapid expansion. The increase in business concentration which was noted in 1960 has continued up to 1963. The top 100 quoted companies, which were estimated to hold 54 per cent of the total net assets of quoted companies with net assets of £0.5 million and over in 1960 are now estimated to hold 57 per cent.

Finance for growth

The two main sources from which companies finance their growth are undistributed profits retained in reserves and new money raised by the issue of shares, debentures, etc. Of the increase of £3,166 million in net assets between 1961 and 1963 about half was financed by 'new money' (including shares issued in exchange in acquiring subsidiaries, trade investments, etc.) and the balance was provided by the companies by way of undistributed profits. The extent to which companies finance their growth by retentions in reserves and its relation to size and the rate of growth of the companies is illustrated in Table 4 which is based on two of the summary tables in 'Company Assets, Income and Finance'. It relates to all companies in the analysis: in 'Company Assets, Income and Finance' an industry analysis is given. From this table it is evident that large and growing companies rely less on internal finance than other companies. For example, less than three in ten of firms with assets of £10 million or more financed four-fifths or

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 490 *of this issue.*)

Table 3. Distribution of companies by size and by change in net assets 1961-1963

Number of companies with percentage analysis in brackets

Net assets at end-1963	Percentage increase in net assets 1961-1963						Total	
	20% or more		10 to 19%		Less than 10%			
£25 million or more	45	(47·4)	29	(30·5)	21	(22·1)	95	(100)
£10 million and under £25 million	59	(48·4)	32	(26·2)	31	(25·4)	122	(100)
£5 million and under £10 million	88	(45·8)	47	(24·5)	57	(29·7)	192	(100)
£2½ million and under £5 million	143	(46·1)	69	(22·3)	98	(31·6)	310	(100)
£1 million and under £2½ million	255	(45·4)	128	(22·8)	179	(31·8)	562	(100)
Less than £1 million	309	(41·4)	162	(21·7)	275	(31·9)	746	(100)
Total	899	(44·4)	467	(23·0)	661	(32·6)	2,027	(100)

Table 4. Self-financing, size and growth

Number of companies with percentage analysis in brackets

Net assets at end-1963	Retained reserves as a percentage of the increase in net assets 1961-1963								Total	
	80 and over		40 to 79		Less than 40		Other*			
£25 million and over	35	(28·9)	30	(24·8)	48	(39·7)	8	(6·6)	121	(100)
£10 million and under £25 million	48	(30·0)	38	(23·8)	64	(40·0)	10	(6·2)	160	(100)
£5 million and under £10 million	89	(38·4)	47	(20·3)	79	(34·0)	17	(7·3)	232	(100)
£2·5 million and under £5 million	126	(38·5)	73	(22·3)	93	(28·4)	35	(10·7)	327	(100)
£1 million and under £2·5 million	226	(39·9)	130	(23·0)	133	(23·5)	77	(13·6)	566	(100)
Less than £1 million	314	(50·6)	116	(18·7)	71	(11·4)	120	(19·3)	621	(100)
Total	838	(41·3)	434	(21·4)	488	(24·1)	267	(13·2)	2,027	(100)
Growth of net assets 1961-1963										
50% or more	19	(5·8)	61	(18·6)	241	(73·5)	7	(2·1)	328	(100)
20 and under 50%	208	(36·4)	181	(31·7)	173	(30·3)	9	(1·6)	571	(100)
10 and under 20%	291	(62·3)	130	(27·8)	45	(9·6)	1	(0·2)	467	(100)
0 and under 10%	320	(75·8)	62	(14·7)	29	(6·9)	11	(2·6)	422	(100)
Total	838	(46·9)	434	(24·3)	488	(27·3)	28	(1·6)	1,788	(100)
Net assets fell									239	
Total									2,027	

*Companies which made net transfers from reserves, or whose net assets decreased (or showed no increase) between 1961 and 1963.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.* Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

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more of their growth in net assets by retained reserves, whereas just over half the companies with assets of less than £1 million did. Two-fifths of companies with assets of £10 million or more financed less than 40 per cent of their growth in net assets by retained reserves: the comparable figure for companies with assets of less than £1 million was just over 10 per cent.

The earning power of assets

Table 5 below shows the relation between the growth of companies and the return earned on their gross assets over the years 1961 to 1963; statistics are also given for six broad industry groups. The following table, Table 6, relates the earning power of assets to the size of companies. It is always difficult to compare the income asset ratios of different companies because of such factors as differences in the average age of capital assets, methods of valuation and the proportion of current to fixed assets. The figures in these two tables must therefore be used with great caution. Nevertheless, there do appear to be significant differences between industries in the earning power of their assets over these years and some sort of relationship between the rate of growth and the income asset ratio. Size itself is not an important factor in explaining differences between the income-asset ratios of companies: indeed, there is some evidence that the ratio is higher for small firms than for large firms. The pattern shown in Table 6 for different size groups of companies shows a very wide range of ratios. The wide variation in the size of the income asset ratio is particularly marked among smaller firms. For example, among companies with assets between £1 million and £2½ million 30 per cent had ratios outside the range 0-19 per cent, compared with only 10 per cent of companies with assets of £25 million and over. Differences in asset valuations, and short-period fluctuations of income which are not completely eliminated by taking a three-year period, will undoubtedly explain part of this variation, but not all.

Table 5. The earning power of assets

Number of companies with percentage analysis in brackets

Industry	Gross income as a percentage of gross assets 1961-1963						Total
	40 and over	30 to 39	20 to 29	10 to 19	0 to 9	Other	
Food, drink and tobacco		2 (1·3)	30 (19·4)	103 (66·5)	19 (12·3)	1 (0·6)	155 (100)
Chemicals and allied industries	3 (3·8)	6 (7·5)	14 (17·5)	48 (60·0)	9 (11·3)		80 (100)
Metal manufacture and engineering	9 (1·4)	25 (4·0)	125 (20·1)	344 (55·4)	107 (17·2)	11 (1·8)	621 (100)
Other manufacturing	1 (0·2)	21 (3·5)	86 (14·5)	310 (52·4)	168 (28·4)	6 (1·0)	592 (100)
Construction, distribution, property and other services	4 (0·7)	17 (2·9)	95 (16·4)	295 (50·9)	168 (29·0)		579 (100)
Increase in net assets 1961-1963							
50% or more	10 (3·0)	28 (8·5)	91 (27·7)	136 (41·5)	63 (19·2)		328 (100)
20 and under 50%	4 (0·7)	35 (6·1)	169 (29·6)	308 (53·9)	54 (9·5)	1 (0·2)	571 (100)
10 and under 20%		5 (1·1)	71 (15·2)	339 (72·6)	52 (11·1)		467 (100)
Less than 10%	3 (0·5)	3 (0·5)	19 (2·9)	317 (48·0)	302 (45·7)	17 (2·6)	661 (100)
Total	17 (0·8)	71 (3·5)	350 (17·3)	1,100 (54·3)	471 (23·2)	18 (0·9)	2,027 (100)

Table 6.

Number of companies with percentage analysis in brackets

Net assets at end-1963	Gross income as a percentage of gross assets 1961-1963						Total
	40 and over	30 to 39	20 to 29	10 to 19	0 to 9	Other	
£25 million and over			12 (9·9)	85 (70·3)	24 (19·8)		121 (100)
£10 million and under £25 million	2 (1·3)	3 (1·9)	17 (10·6)	96 (60·0)	42 (26·3)		160 (100)
£5 million and under £10 million	1 (0·4)	4 (1·7)	31 (13·3)	146 (63·0)	50 (21·5)		232 (100)
£2·5 million and under £5 million	1 (0·3)	11 (3·4)	52 (15·9)	179 (54·8)	80 (24·5)	4 (1·2)	327 (100)
£1 million and under £2·5 million	7 (1·2)	24 (4·2)	111 (19·6)	287 (50·7)	131 (23·2)	6 (1·1)	566 (100)
Less than £1 million	6 (1·0)	29 (4·7)	127 (20·5)	307 (49·4)	144 (23·2)	8 (1·3)	621 (100)
Total	17 (0·8)	71 (3·5)	350 (17·3)	1,100 (54·3)	471 (23·2)	18 (0·9)	2,027 (100)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday August 20, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 26:					
The Flying Soldier	Br/E 30597	11	August 16	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Sunday Thoughts Series 14:					
No. 10. I Believe	Br/E 30598	3	August 16	" "	Religious Films Ltd.
No. 11. It's All of a Piece	Br/E 30599	3	August 16	" "	" "
No. 12. The Foot of the Ladder	Br/E 30600	3	August 16	" "	" "
Pathe Pic. Series 547/559:					
Pathe Pic. No. 558	Br/E 30603	8	August 18	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe Pic. No. 559	Br/E 30604	8	August 18	" "	" "
A Day With Dino	Br/E 30605	25	August 18	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
Four Cities in the Sun	Br/E 30606	23	August 18	" "	Harold Baim Productions Ltd.
Devils of Darkness	Br/E 30607	90	August 19	Planet Film Distributors Ltd.	Planet Film Productions Ltd.
Ambush	Br/E 30608	31	August 19	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd., for Central Office of Information.
Licensed to Kill	Br/E 30601	96	August 19	Ranworth Film Services Ltd.	Alistair Film Productions.
Movietone News 1888A	Br/E 30384	8	August 20	Twentieth Century Fox-Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1889	Br/E 30385	7	August 20	" "	" "
Pathe News 65-66	Br/E 30464	8	August 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-67	Br/E 30465	8	August 20	" "	" "
FOREIGN					
The Amazon Women	F 30596	76	August 16	Leap Film Distributors Ltd.	Galatea S.p.A., Rome.
Juana Gallo	F 30602	85	August 17	Rank Film Distributors Ltd.	Cimex, Mexico.
The Visit	F 30609	100	August 20	Twentieth Century Fox-Film Co. Ltd.	Cinecitta-Dearfilm, Rome Deutsche Fox Film G.m.b.H., Frankfurt and Les Films du Siecle, P.E.C.F., Paris.

AMENDMENT TO THE REGISTER:

The particulars of the film 'The Diary of a Chambermaid (F 30351) registered on June 8, 1965, have been amended to provide the additional title 'Le Journal d'Une Femme de Chambre.'

NOTE:

The registration of the film 'San Ferry Ann' (F 30565) registered on August 5, 1965, has been amended to a British quota film (Br/E 30565) with effect from that date.

Orders, deliveries, production and exports in the engineering industries in June

THE MOST RECENT figures show that the rate of new ordering in the engineering industries in the second quarter of this year was lower than in the previous two quarters. Seasonally adjusted index numbers of the volume of orders and deliveries in these industries are given in Table 1. The first estimates for June indicate that, after allowing for seasonal factors, net new orders in the three months April to June were 6 per cent lower than in the previous three months with new export orders 3 per cent less and new home orders 7 per cent less. Compared with the last quarter of 1964 new orders in the April to June period showed decreases of 9 per cent for export and 15 per cent for the home market. Export deliveries were maintained at a high level in May and June; the seasonally adjusted series shows increases for the second quarter of 5 per cent compared with the first quarter of the year and of 2 per cent compared with the last quarter of 1964. Home deliveries during April to June were almost as high as in the previous quarter. The increase in total orders on hand during June was mainly due to a further rise in the volume of outstanding export orders recorded by

Table 1: Engineering Industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	133
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter*	169	152	140	167	152	141	174	154	136
2nd quarter*	169	143	140	165	141	140	179	149	142
1964 July	150	150	130	149	148	129	153	156	128
August	152	149	141	151	147	142	156	155	138
September	153	153	134	152	151	133	158	158	134
October	156	161	137	155	158	137	160	165	138
November	161	164	140	159	164	140	166	163	140
December	162	167	142	161	165	143	163	170	139
1965 January*	165	156	148	163	156	149	170	157	145
February*	166	152	139	163	152	141	173	154	135
March*	169	141	132	167	143	134	174	141	127
April*	167	141	143	164	144	146	173	134	135
May*	167	143	143	164	141	142	173	149	146
June*	169	..	136	165	..	132	179	..	145
Average:									
Latest 3 months		143	140		141	140		149	142
Previous 3 months		152	140		152	141		154	136
Percentage change		—6	+1		—7	—1		—3	+5

*Provisional.

(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three months' centred moving averages.

the firms reporting to date but home order books also showed a small rise during the month.

It is provisionally estimated that production on a seasonally adjusted basis in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) was 1 per cent lower in the three months ending June than in the previous three months. The level of production in the first half of the year was about 4 per cent above the average rate for the whole of 1964.

Description of the statistics

The statistics of orders and deliveries in the engineering industries given in Tables 1 above and 2 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). In Table 3 the volume indices of production and orders on hand relate only to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification.

To assist in the interpretation of trends in these industries the statistics are now published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonal adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

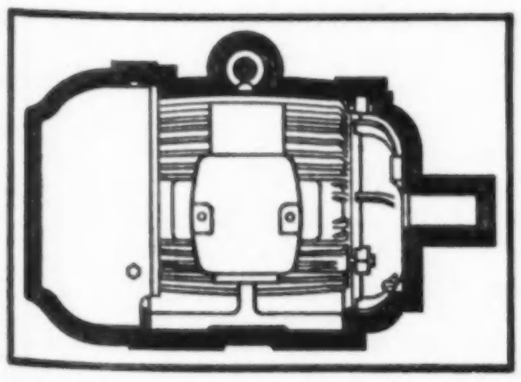
Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 1 are three-month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against May are the averages of the seasonally adjusted figures for April, May and June.

Table 2: Engineering Industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter*	167	161	144	165	164	145	172	154	142
2nd quarter*	169	145	140	167	144	140	176	148	142
1964 January	136	131	125	133	138	124	142	113	130
February	137	149	138	135	150	137	142	145	143
March	140	159	139	138	164	140	143	144	137
April	144	169	134	144	173	131	145	153	142
May	147	196	133	148	162	134	146	140	131
June	148	154	146	148	152	148	148	159	140
1965 January*	162	153	138	160	152	138	170	156	137
February*	165	165	144	163	167	143	172	159	145
March*	167	165	150	165	171	153	172	148	143
April*	167	134	132	165	135	132	173	133	132
May*	168	153	146	167	159	145	171	135	148
June*	169	148	143	167	138	142	176	176	148

*Provisional
(1) See footnotes (1) and (2) to Table 1.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

(*Table 3 on next page*)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ORDERS, DELIVERIES, PRODUCTION AND EXPORTS IN THE ENGINEERING INDUSTRY, *continued*

Table 3: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144*	143*	147*	170*	170*	170*	106
2nd quarter	142*	..	..	170*	168*	174*	115
1964 July	135	132	141	153	154	152	
August	138	135	145	155	155	155	
September	138	134	144	156	156	156	
October	137	134	143	158	159	159	
November	140	137	145	163	162	165	
December	145	142	150	164	164	162	
1965 January	149*	149*	151*	166*	166*	167*	
February	143*	143*	144*	167*	166*	170*	
March	140*	138*	145*	170*	170*	170*	
April	140*	..	..	168*	167*	170*	
May	147*	..	..	168*	167*	170*	
June	141*	..	..	170*	168*	174*	
Average:							
Latest 3 months	142	143	147				
Previous 3 months	144	138	146				
Percentage change	—1	+4	Nil				

(Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

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Index of industrial production for June

THE PROVISIONAL INDEX of production for June 1965, prepared by the Central Statistical Office, is 131 (seasonally adjusted). The June figure provides further evidence that the underlying trend of industrial production has shown little change in recent months. The index for the second quarter is provisionally estimated to be about ½ per cent less than in the first quarter. Apart from increases in chemicals and construction, most industry groups in the index recorded no change or slight declines in output over the past few months.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	114	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1964 1st quarter	128	100	128	110	108	115	150	131	153	128	135	76	130	123
2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	111	126	161	140	164	136	147	75	133	132
2nd quarter (prov.)	133	93	135	123	114	137	159	147	161	134	142	74	138	128
1965 Apr. (prov.)	130	91	131	118	110	131	160	153	161	128	133	75	133	126
May (prov.)	137	101	140	126	118	140	157	147	159	140	148	75	144	134
June (prov.)	132	88	135	124	115	140	160	141	163	135	146	74	136	124
Seasonally adjusted:														
1964 1st quarter	127	96	128	116	110	126	147	131	150	127	135	75	128	120
2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter (prov.)	131	92	133	118	113	128	157	146	158	132	142	75	129	125
1965 Jan.	133	97	135	121	114	134	157	142	159	136	149	75	129	129
Feb.	132	96	134	121	113	136	156	136	159	133	143	74	129	129
Mar.	131	94	131	122	111	141	158	141	161	129	140	74	124	124
Apr. (prov.)	131	92	133	118	112	128	159	150	160	130	140	74	128	125
May (prov.)	132	93	134	118	113	127	152	147	153	134	147	75	130	125
June (prov.)	131	90	133	119	114	129	159	141	162	131	141	75	129	124
Jan.-Mar. (av.)	132	96	133	122	113	137	157	140	160	133	144	74	127	127
Apr.-June (av.) (prov.)	131	92	133	118	113	128	157	146	158	132	142	75	129	125

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	131	162
2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	142	141	123	121	109	130	151	157	142	127	146	139	137	171
2nd quarter (prov.)	139	140	138	119	116	104	126	153	163	137	131	143			127
1965 Apr. (prov.)	138	140	133	117	113	98	128	151	158	141	121	138			140
May (prov.)	145	146	141	124	122	108	129	156	168	137	131	154			127
June (prov.)	135	133	140	117	114	107	123	152	164	134	143	138			115
Seasonally adjusted:															
1964 1st quarter	124	122	130	118	116	102	124	145	149	137	130	136	135	133	138
2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	136	137	119	118	103	124	152	158	142	136	140	138	139	146
2nd quarter (prov.)	136	136	135	121	118	104	128	150	159	136	131	141			139
1965 Jan.	138	139	136	121	118	105	129	154	161	142	137	144	136		143
Feb.	138	138	139	121	120	104	125	151	159	140	134	140	139		148
Mar.	132	131	135	117	116	102	119	151	156	143	137	135	138		148
Apr. (prov.)	136	137	133	119	118	104	124	153	161	140	128	138			142
May (prov.)	138	138	137	122	119	104	131	148	159	130	128	144			139
June (prov.)	134	133	137	121	117	106	129	150	158	137	137	140			136
Jan.-Mar. (av.)	136	136	137	119	118	103	124	152	158	142	136	140	138	139	146
Apr.-June (av.) (prov.)	136	136	135	121	118	104	128	150	159	136	131	141			139

New companies registered in July

BELOW are details of new companies registered in Great Britain during July, 1965, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,671	1,671
£1,000 and under £10,000	1	767	768
£10,000 and under £50,000		104	104
£50,000 and under £100,000		5	5
£100,000 and under £1,000,000		4	4
£1,000,000 and above		1	1
Total number	1	2,552	2,553
Total amount of Nominal Capital	'000's £1	'000's £4,328	'000's £4,329

	Companies Registered in Great Britain in 1964-1965			
	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746	2,673	5,568
July	3,495	15,857	2,553	4,329
August	3,518	10,370		
September	3,739	11,366		
October	4,121	11,415		
November	4,014	8,722		
December	3,778	12,127		
Total	47,817	158,512		

June retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in June was 7 per cent higher than a year earlier, compared with increases of 6 per cent in May and 4 per cent in April. The second quarter as a whole showed an increase of 7 per cent on the corresponding year earlier period, compared with 6 per cent for the first quarter.

Food shops and household goods shops showed increases in June of 7 per cent and 5 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 11 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
1964 June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6

Cinema admissions and takings in June

DURING June, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 5·5 million and the weekly average of gross box office takings was £1·02 million.

Car and commercial vehicle production in July

DURING the four week statistical period of July (which included the holiday period of most manufacturers) the recorded weekly average rates of production were 22,694 cars and 5,909 commercial vehicles.

After allowing for seasonal factors, car production in July continued at the same level as in the second quarter. Seasonally adjusted production in the period May to July was 5 per cent greater than in the previous three months which reflect, however, the exceptionally low results for March.

Production of commercial vehicles in July on a seasonally adjusted basis was again a little below the level of the earlier months of the year, and, in the period May to July, seasonally adjusted production was marginally lower than in the preceding three months.

Car and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles chassis with engines for delivery as such and unassembled engines for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1 Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
1965 January	4	143,229	35,807	36,343	9,086	1,681	420
February	4	147,132	36,783	36,848	9,212	1,453	363
March	5	169,421	33,884	43,123	8,625	1,715	343
April	4	139,782	34,946	35,401	8,850	1,510	378
May	4	155,837	38,959	40,219	10,055	1,509	377
June	5	193,057	38,611	46,344	9,269	1,606	321
July	4	90,776	22,694	22,612	5,653	1,023	256

Table 2 Production—Seasonally adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1961	83·7	38·3
1962	104·1	35·4
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
2nd quarter	146·3	40·6
1964 July	138·5	32·7
August	158·6	41·2
September	148·9	38·0
October	163·0	40·6
November	162·6	40·3
December	164·2	40·9
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
June	152·2	38·7
July	139·2	35·3
Average of:		
February to April	139·4	39·4
May to July	145·7	38·6
Percentage change	+5	—2

Due to the receipt of revised information, these figures vary slightly from those issued to the Press on August 24.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Locomotives for May 1965.
Railway Carriages for May 1965.
Home Grown Timber for June 1965.
Processed Man-made Continuous Filament Yarns for June 1965.
Wheeled Tractors for June 1965.

Quarterly at 7s. 6d. a year, post free:

Mechanical Handling Plant for January-March 1965.

Northern Ireland index of industrial production for June

THE PROVISIONAL index of industrial production for Northern Ireland for June, 1965, prepared by the Ministry of Commerce, is 138 (1958=100). This is 5 points lower than the final index for May, 1965, but 2 points higher than for June, 1964.

The index numbers for the main industrial groups for June, 1965, with the increase or decrease on June 1964, shown in brackets, are: textiles 130 (no change); clothing 132 (−7 points); engineering and metals 100 (no change); food, drink and tobacco 127 (+ 4 points); timber and furniture 129 (+3); other manufacturing industries 278 (−8); construction 175 (+15); gas, electricity and water 139 (+6).

Census of stocks of wool, etc. and tops

THE annual census of stocks of wool, etc., and tops in the United Kingdom as at August 31, 1965, is being taken by the Wool Industry Bureau of Statistics. All persons or firms holding stocks (including firms holding stocks on behalf of clients abroad) are requested to make returns.

Two forms are being sent out – one relating to raw wool and hair (all types), woolled skins, noils, combing wastes, wool rags, mungo and shoddy and wool wastes (including hosiery clips and overlocks) – the other to tops of wool, hair, or man-made fibres.

Census forms were posted on August 16 and any firm holding stocks of these materials which has not received a form is requested to communicate with the Bureau, 5th Floor, Lloyds Bank Chambers, Hustlergate, Bradford, 1. (Tel. Bradford 21503).

Patents endorsed 'Licences of Right'

PROCEEDINGS UNDER Section 35 of the Patents Act, 1949, Patents endorsed 'Licences of Right' on the dates specified,

NUMBER	GRANTEES	SUBJECT-MATTER
	July 14, 1965	
767,131	British United Shoe Machinery Co. Ltd.	Shoe upper conforming machines.
905,387	Commissariat al'Energie Atomique.	Welding process and method.
	July 15, 1965	
812,673	Gevaert Photo Production N.V.	Photographic material.
903,055	Commissariat a l'Energie Atomique	Fluid film dynamic bearing systems.
929,199	United States Steel Corporation	Sintering method and apparatus.
929,211	United States Steel Corporation	Plated rubber adherent steel wire.
934,361	United States Steel Corporation	Control for strip processing line.
953,546	United States Steel Corporation	Steel tyre cord and tyre containing same.
958,809	United States Steel Corporation	Load cell with resting bearing rings.
968,892	Gevaert Photo Producten N.V.	New Gelatin derivatives.
	July 18, 1965	
712,654	British United Shoe Machinery Co., Ltd.	Shoe upper conforming machines.
859,470	Goodyear Tire & Rubber Co.	Difunctional polymers.
869,092	Courtaulds Ltd. & F. W. Berk & Co., Ltd.	Production of regenerated protein fibres.
908,486	Pitner, A. and Nadella S.A., formerly known as Soc. Anon: des Roulements a Aiguilles	Accurately centred bearing assembly.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Commonwealth Economic Consultative Council to meet in Jamaica

THE Commonwealth Relations Office announce that Commonwealth Governments have accepted the invitation of the Government of Jamaica to hold the 1965 meeting of the Commonwealth Economic Consultative Council (comprised of Finance Ministers) in Kingston, Jamaica, on September 22 and 23, 1965. As is customary, the meeting is being arranged to take place immediately before the annual meetings of the International Monetary Fund and the International Bank for Reconstruction and Development, which will be held this year in Washington, DC, USA.

It is expected that, as at previous meetings, the talks will cover World Economic Trends (including Balance of Payments prospects for the Sterling Area) and matters likely to arise at the ensuing meetings in Washington of the International Monetary Fund and the International Bank for Reconstruction and Development.

United States: UK Scientific Mission Reports

THE UNITED KINGDOM Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The Library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

Air Pollution Control (Report No. 65/43). July 1965, 15 pages

A Report on the Annual Conference of the Air Pollution Control Association held in Toronto from June 20-June 24, 1965. Some of the problems discussed were automobile exhausts; the health and medical aspects; combustion technology, emission studies and meteorology; and agriculture.

Information Processing, 1965 (Report No. 65/47). July 1965, 11 pages

A summary of the discussions held at the 1965 International Federation for Information Processing. The subjects discussed were the rôle of computers, optics in computers, optical techniques and some optical effects.

Electronic Components Conference, 1965 (Report No. 65/48). July 1965, 17 pages

A summary of papers presented at the Conference on materials and techniques, thin films, plastics in electronic packaging, some new components, and the problem of interconnections between micro-modules in electronic equipment and computers.

Wholesale Prices: correction

A printing error occurred in the Wholesale Prices article published in the *Board of Trade Journal* on August 13. In Table 2, 'Output of broad sectors of industry', the June 1965 provisional index figure for home market sales of all manufactured products should read 129.9 and not 129.3.

Cancellation of 'Licences of Right'

NOTICE IS HEREBY GIVEN that under Section 36 of the Patents Act, 1949, application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent.

NUMBER	GRANTEES	SUBJECT-MATTER
909,886	Max-Lehner-Stirnemann	Machine for folding a carton blank to form a carton.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before October 2, 1965.

GORDON GRANT,
Comptroller-General.

The Patent Office.

CASE REPORT BY AIR CANADA:
How Air Freight can pay you dividends.

Bikini pinchers foiled by airlift

Two Montreal firms use air transport to import sweaters, suits and swimwear from Europe. By using Air Freight, pilferage has ceased, insurance has been substantially reduced and profits increased. And retailers get full quotas every time, on time. Transport costs, though doubled, have been more than offset by fast, reliable deliveries.

Machinery to flowers: Preventing loss through pilferage is just one way Air Freight can prove its worth. Speed, better handling, lower packaging costs, these are some more. No matter what kind of goods you're transporting, a close cost analysis may well show that you should be using Air Freight. Recently we prepared a 4-page summary of an independent survey on the uses of Air Freight. It shows how a wide variety of goods, from heavy machinery to fruit and flowers, can be shipped more profitably by air. It tells you much more than we can here. Why not write or phone one of the addresses below and ask for a free copy?

About Air Canada: Air Canada has unrivalled experience in shipping freight to, from and across Canada. We were first to introduce giant DC-8 freighters on transatlantic routes. Today we fly from more cities in Europe to more cities in Canada than any other airline.

Our unique freight-handling service at Montreal and Toronto speeds your goods to over 35 cities throughout Canada, and 7 key points in USA. With BOAC we fly daily from London and Prestwick and frequently from Manchester and Shannon.

AIR CANADA

39 Dover Street, London W.1. Mayfair 8292
St. Andrew House, 50 Sauchiehall Street, Glasgow C.2.
Douglas 1511/6 · Manchester: Central 8882/3
Birmingham: Central 4515/6 · Leeds 20628

British commercial representatives overseas

ALL COMMERCIAL INQUIRIES should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page xiv, April 16 issue) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977). A great deal of overseas commercial information is on record and can be supplied immediately.

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British Commercial officers in the countries they visit; these officers can be of considerable assistance to British business visitors. Prior notice of a visit given to Export Services Branch will enable Commercial Officers to prepare in advance information required by a visitor. The following list gives the names and addresses of full-time representatives in charge of offices.

"HINTS TO BUSINESS MEN" booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office (see list of addresses on page viii) or from Export Services Branch. (Tel. City 5757, Ext. 7146) (Telex 25977).

This list is prepared by Export Services Branch of the Board of Trade. Inquiries relating to the list should be made to Export Services Branch at the address given opposite. (Tel. City 5757, Ext. 463) (Telex 25977).

ABBREVIATIONS
C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), Commercial Department, British Embassy, 7, Chemin des Glycines, ALGIERS. (Tel. 60.56.01-04).

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4 Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial). British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681-7) (Telex BA 350 a/b Prodroba.)

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel. 73.15.75/6/7.) (Telex 2053-13410 a/b BRITEMB VIENNA).

INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., H.M. Minister (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.' (Tel. 7.2211.)

CANBERRA – Mr. H. W. Woodruff, Counsellor (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., ('Senbricom, Canberra.') (Tel. 7.2211.)

SYDNEY – Mr. M. J. Marshall, Counsellor (Commercial), Office of the British Deputy High Commissioner, London Assurance House, 20 Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. S. C. Stout, Counsellor (Commercial), Office of the British Deputy High Commissioner, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('Combrit, Melbourne.') (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, First Secretary (Commercial), Office of the British Deputy High Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel. 2-2307.)

PERTH – Mr. B. A. F. Pennock, First Secretary (Commercial), Office of the British Deputy High Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel. 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, First Secretary (Commercial), Office of the British Deputy High Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50) (Telex 2026-221937 a/b Prodrome Brussels).

ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

[There are also Honorary Consuls at Ghent and Liège who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.]

GHENT (Hon. C) –)Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).

LIEGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. C. C. P. Baldwin, Third Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 29400 to 29404.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 337 a/b Prodrome Rio).

SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., Consul-General, British Consulate-General, Caixa Postal 846 (for mail) Rue Conselheiro Chrispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

BRITISH GUIANA – Mr. A. S. Payne, The Assistant British Trade Commissioner, 44 Main Street, P.O. Box 625, GEORGETOWN ('UKINFORM, Georgetown, British Guiana'.) (Tel. 2881.))

BULGARIA – Mr. G. W. Burnett, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – British Embassy, BUJUMBURA. [All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMBODIA – British Embassy, PHNOM PENH.
[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON – Mr. N. Morton, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDE. (Tel. 31-92.)

BUEA (C) – Mr. J. J. Balmain, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

P.O. Box 68 ,BUEA. (Tel. Buea 623.)

CANADA – Mr. A. Currall, C.M.G., HM Minister (Commercial), British High Commission, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).

OTTAWA – Mr. S. Stewart, M.C., Counsellor (Commercial), British High Commission, 80, Elgin Street, Ottawa, 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).

MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, 8th Floor, 200 University Avenue, Toronto 2, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.') (Tel. 683-4421.)

WINNIPEG – Mr. G. J. Husted, The British Trade Commissioner, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg.' (Tel. 942-3151 (4 lines)).

EDMONTON – Mr. W. C. Hodgkins, British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481.)

REGINA – Mr. D. Montgomery, The Assistant British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. 527-6459.)

ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel. 422-7488.)

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:–

The First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., Counsellor (Commercial), British High Commission, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Princes Street, COLOMBO 1. ('Tradcom, Colombo.') (Tel. 7298/9.)

CHAD – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–

The First Secretary and Consul, British Embassy, Ave. du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-61155.)

CHINA Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931-4.)

SHANGHAI – Mr. D. G. H. Brookfield, Acting Counsellor, The Office of the British Chargé d'Affaires, 33 Chung Shan Lu, E.1, Shanghai. ('Prodrome Shanghai'.) (Tel. 211489.)

All commercial inquiries should be addressed to **Peking** in the first instance.

COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.') (Tel. 411051 and 433203) (Telex 503 a/b Prodrome, Bogota.)

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. T. Empson, First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

CONGO, DEMOCRATIC REPUBLIC OF (FORMERLY BELGIAN CONGO) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049. LEOPOLDVILLE. (Tel. 3484/5/6/7.)

ELIZABETHVILLE (C) – British Consulate, Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 49 a/b Britain EVL).

COSTA RICA – Mr. L. J. Dawson, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 5286.)

CUBA – Mr. J. A. Thompson, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('Tradcom, Nicosia.') (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. M. R. Melhuish, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana. PRAGUE (Praha) 1. (Tel. 53347/8/9. 533340.)

DAHOMEY – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:

The Second Secretary (Commercial), British Embassy, 5th Floor, Immeuble Shell, Avenue Lamblin. ABIDJAN, Ivory Coast, Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

DENMARK – Mr. P. D. Stobart, M.B.E., Counsellor (Commercial), British Embassy Kastelsvey 40, COPENHAGEN Ø. (Tel. Trio 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, O.B.E., First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO (Tel. 3128/9.) (Telex 3460075 a/b Prodrome.)

ECUADOR – Mr. L. A. P. Barker, M.B.E., First Secretary and Head of Chancery, British Embassy, Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314). (For visitors: opposite Hotel Quito.) (Tel. 30070/1/2/3/4.)

GUAYAQUIL (C). – Edificio 'La Nacional' (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla 'K', Guayaquil). (Tel. 15-392 & 15-243).

EGYPT – see under UNITED ARAB REPUBLIC.

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 211, SAN SALVADOR. (Tel. 2667.) (*For correspondence: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador.*)

ETHIOPIA – Mr. F. W. W. Murray, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)

ERITREA (C.) – Mr. J. Bromley, H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.) (Telex 2059-121122 a/b BRITFORM HKI.)

FORMOSA – Mr. L. W. H. Tuffill, M.B.E., Deputy Consul,. British Consulate, Chung Cheng Road, TAMSUL. (Tel. 2.)

TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS 8e. (Tel. Anjou 2710-2714; 0620-0624). (Telex 2022-20931 a/b Prodrome Paris).

Commercial enquiries for the Paris Consular districts should be addressed to the Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–

BORDEAUX (C) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36).

CALAIS (V. C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48).

LE HAVRE (C) – 9 Quai George V. (Tel. 42.27.47).

LILLE (C. G.) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77 and 57.35.49.)

LYONS (C. G.) – 24 Rue Childebert, Lyons (2e). (Tel. 37.59.67 (2 lines)).

MARSEILLES (C. G.) – 24 Avenue du Prado, Marseilles 6. (Tel. 37-68-55.)

STRASBOURG (C. G.) – 10 Rue du General Castelnau, B.P. 42. (Tel. 36.64.91). (Telex 2022-87995 a/b Bristra, Strbg).

GABON – There is no British Commercial Representative in Gabon. Inquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–

The First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

GAMBIA – Inquiries should be addressed to the Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag, c/o G.P.O., Freetown, Sierra Leone. ('UKREP, Freetown.') (Tel. 3961/3966.)

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INDONESIA – British Embassy, DJAKARTA. [All commercial inquiries should be addressed to Commercial Relations and Exports Department, 1/19 Victoria Street, London, S.W.1.]

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MILAN (C. G.) – Mr. W. N. R. Maxwell, H.M. Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.486). (Telex 2023-31528 a/b Britain).

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PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)

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ABBREVIATIONS

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate

Telegraphic addresses unless otherwise stated:

Embassies – 'Prodrome' followed by the appropriate town name.

Consular offices – 'Britain' followed by the appropriate town name.

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JORDAN – Mr. J. A. Edmunds, Second Secretary (Commercial), British Embassy, Third Circle, Jebel Amman, P.O. Box 87, AMMAN. (Tel. 41261/6.)

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LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Corniche du Phare, BEIRUT. (Tel. Beirut 221550-3.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 21055, 21107).

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No. 57). (Tel. 31191.) For CYRENAICA only: Mr. J. D. Garner, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55). (Tel. 2118/2119/2120.)

LIECHTENSTEIN – Consul-General ZURICH (for routine commercial inquiries covering Liechtenstein); the Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt. LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO – Mr. E. Haworth, Consul British Consulate, 3 Calcado do Gaio, P.O. Box 44, MACAO. (Tel. 3913.)

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MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. ('Prodrome, Tananarive.') (Tel. 206-50.)

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456).

MALAYSIA Mr. J. R. Cross, Counsellor (Commercial), British High Commission in Malaysia, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Suleiman Road, KUALA LUMPUR. ('Uktradcom, Kuala Lumpur'.) (Tel. 81901, 6 lines.)).

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JESSELTON – First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah. ('Britradcom, Jesselton.') (Tel. 4233, 4378 and 4424.)

KUCHING – Second Secretary (Commercial), Office of the British High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching. (Tel. 3373/4.)

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MARTINIQUE (C.) – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA – There is no British Commercial Representative in Mauritania. Enquiries (which should clearly indicate that they refer to Mauritania) should be referred to:

The Second Secretary (Commercial), British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR, Republic of Senegal. (Tel. 22383). (Telex 548 a/b Prodrome Dakar.)

MEXICO – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 017894 a/b Prodrome Mex.)

MOCAMBIQUE (Portuguese East Africa) – Mr. B. H. Heddy, Consul-General, British Consulate-General, 62, Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

BEIRA (V.C.) – Casa Infante de Sagres, P.O. Box 11. (Tel. 2023.)

MONGOLIA – Mr. R. A. Hibbert, The British Chargé d'Affaires. P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia.

MOROCCO:

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, Avenue Allal ben Abdullah, Corner of Rue Tirard, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex 31022 a/b Prodrome.)

CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)

TANGIER (C.G.) – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

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NETHERLANDS – Mr. J. A. Turpin, Counsellor (Commercial), British Embassy Commercial Department, Lange Voorhout 32, The Hague. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome).
AMSTERDAM (C.G.) – Herengracht 460. (Tel. 23 32 29 & 23 34 90.)
ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

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NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
WELLINGTON – Mr. E. J. Lindley, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
AUCKLAND – Mr. J. D. Leithead, Counsellor (Commercial), Office of the British Deputy High Commissioner, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.I. ('Tradcom, Auckland.') (Tel. 43-473.)
CHRISTCHURCH – Mr. P. C. Burdett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-822.)

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NIGER – There is no British Commercial Representative in Niger. Inquiries (which should clearly indicate that they refer to Niger) should be addressed to:
The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

NIGERIA – Mr. C. E. Dymond, Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('Tradcom, Lagos.') (Tel. 26441.)
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CHITTAGONG – Mr. K. W. Chesterman, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ("Britradcom, Chittagong'.) (Tel. 5971 and 5972.)

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RWANDA – All commercial inquiries should be addressed to Export Express Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

SAUDI ARABIA – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, P.O. Box 393 (for mail), JEDDA.

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SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. ('Prodrome, Pretoria.') (Tel. 74-3121.) (Telex PX 1 a/b Prodrome.)
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JOHANNESBURG (C.G.) – Mr. J. T. Hyslop Consul (Commercial), 8th Floor, B.P. Centre, corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex J.7115 a/b Britform.)
DURBAN (C.G.) – Mr. M. J. A. P. Sullivan, Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban.) (Tel. 313131 (five lines.)). (Telex 319D a/b Britain.)
PORT ELIZABETH (C.) – Mr. J. Isherwood, M.B.E., H.M. Consul, The Standard Bank Building, 7th Floor, 32, 34 and 36 Main Street, P.O. Box 917, Port Elizabeth. ('Britain, Port Elizabeth.') (Tel. 2-9549.)

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PALMA DE MALLORCA (C.) – Jose Tous Ferrer 28, Palma de Mallorca. (Tel. 12085, 1.24.45.)
LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 1772).
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GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.81.)
MALMO (C.) – Commercial Section, British Consulate, Lilla Nygatan 11, Malmö C. (Tel. 26625.)

SWITZERLAND Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. 44.50.21.) (Telex 2052-32687 a/b Prodrome Berne.)
BASLE (C.) – P.O. Box No. 851, 35 Rittergasse, 4001 Basle. (Tel. (061)23.58.43.)
GENEVA (C.G.) – 41 Quai Wilson 1201 Geneva. (Tel. 31-31-20 and 31-31-29.) (Telex 2052-22956/7 a/b Prodrome.)
ZURICH (C.G.) – Dufourstrasse 56. 8008 Zurich. (Tel. 051.34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)
ALEPPO (C.) – Mr. F. W. J. Cooper, Consul, British Consulate, P.O. Box 7, Sebil, Aleppo. (Tel. Aleppo 11218.)

TANZANIA – Mr. F. Kennedy, First Secretary (Commercial and Economic), British High Commission, Permanent House, Independence Avenue, DAR ES SALAAM. (For mail: British High Commission, P.O. Box 9112, Dar es Salaam, Tanzania.) ('Britishers', Dar es Salaam.) (Tel. 23344, 2 lines.)

THAILAND – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circuloire, B.P. 892, LOMÉ, West Africa. (Tel. 2085.)

TRINIDAD – Mr. G. Booth, Principal British Trade Commissioner in the Eastern Caribbean Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, TRINIDAD. ('UKREP, Port of Spain'.) (Tel. 52861/6.) (Telex 52432 a/b POS 52342.)

TUNISIA – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.12.96.)
ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.)
IZMIR (C.G.) – Mr. R. E. Wilkinson, M.B.E., British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

ABREVIATIONS

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)
ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3. (Tel. 21246, 21247, 21248.)

UNITED STATES
WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial); Mr. J. B. Cullen, C.B.E., Counsellor (Commercial); Mr. F. H. Jackson, First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.)

[Commercial inquiries should be addressed to the Commercial Department, British Consulate-General, New York.]

NEW YORK (C.G.) – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 100022. (Tel. PL 2-8400.) Area Code 212.
(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, Consul, British Consulate-General, Room 2303, John Hancock Building, 200, Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, Vice-Consul (Commercial), British Consulate-General, 1828 Illuminating Building, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216

DENVER (C.) – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.) Area Code 303.

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., Consul (Commercial), British Consulate-General, 1008, Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU (C.) – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/2/3/4.) Area Code 713.

KANSAS CITY (C.) – Mr. N. M. Hallett, Consul, British Consulate, Room 1420, Commerce Trust Building, 1922 Walnut Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.) Area Code 816.

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005. (Tel. DU 5-7381.) Area Code 213.

MIAMI (C.) – Mr. W. H. Adams, O.B.E., Consul, British Consulate, 732 Ingraham Building, 25-S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900 First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS (C.G.) – Mr. A. B. Ball, Consul, British Consulate-General, 403, International Trade Mart, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania. 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, World Trade Building, Portland, Oregon 97204. (Tel. CA 7-5669.) Area Code 503.

SAN JUAN (C.) – Mr. R. J. E. Thomas, Consul, British Consulate, P.O. Box Box 1307, San Juan, Puerto Rico. 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, Consul (Commercial), British-Consulate General, 343 Sansome Street, San Franciso, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE (C.G.) – Mr. F. Culver, H.M. Vice-Consul (Commercial) British Consulate-General, 1216 Norton Building 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 205.

[There are also Honorary Consuls at Baltimore and Norfolk who will be glad to see British business visitors. Commercial correspondence should however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Washington, D.C.]

BALTIMORE (Hon. C.) – Mr. J. T. Menzies, C.B.E., Hon. Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932, Wainwright Building, 229, West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

UPPER VOLTA – There is no British Commercial Representative in Upper Volta. Inquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:
The Second Secretary (Commercial), British Embassy, 5th Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.)

U.S.S.R. – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12. Mr. Rothnie receives all visitors at his offices Kutuzovsky Prospekt 15, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence), 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors) CARACAS. (Tel. 338355-9.) (Telex 292 a/b Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai-lo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)
SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)
ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UK REP Lusaka.') Tel. 72097.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Permanent Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 2 Cavalier Street, Valetta. ('Tradevelop, Valetta, Malta.') (Tel. Central 24411.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, 148, Elizabeth Street, Hobart. (Tel. Hobart 3 3768.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

Guide to countries in which towns are situated

Place	*Country*
Abu Dhabi	Persian Gulf (Trucial States)
Adelaide	Australia
Accra	Ghana
Abidjan	Ivory Coast
Addis Ababa	Ethiopia
Alberta	Canada
Alexandria	United Arab Repbulic (Egypt)
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Bahrain	Persian Gulf
Baltimore	United States
Bamako	Mali
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beira	Mocambique (Portuguese East Africa)
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Brazzaville	Congo Republic
Brisbane	Australia
Brunei	Brunei
Brussels	Belgium
Bucharest	Rumania
Buea	Cameroon
Budapest	Hungary
Buenos Aires	Argentina
Bujumbura	Burundi
Cairo	United Arab Republic (Egypt)
Calais	France
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Conakry	Guinea
Copenhagen	Denmark
Curaçao	Netherlands Antilles
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Dar es Salaam	Tanzania
Delhi	India

Place	Country
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Persian Gulf (Trucial States)
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
East London	South Africa
Elisabethville	Democratic Republic of Congo
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Georgetown	British Guiana
Ghent	Belgium
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Haifa	Israel
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Hong Kong	Hong Kong
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Kansas City	United States
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Khorramshahr	Iran
Kingston	Jamaica
Kuala Lumpur	Malaysia
Kuching	Malaysia
Kuwait	Kuwait
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Le Havre	France
Leopoldville	Democratic Republic of Congo
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mocambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lusaka	Zambia
Luxembourg	Luxembourg
Lyons	France
Macao	Macao
Madras	India
Madrid	Spain
Mahe	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manila	Philippines
Marseilles	France
Martinique	Martinique
Maseru	Basutoland
Medan	Indonesia
Melbourne	Australia
Messina	Italy
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	Soviet Union
Munich	Germany
Muscat	Persian Gulf
Naples	Italy
Nairobi	Kenya
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy
Palma de Mallorca	Spain
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Qatar	Persian Gulf
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. Helena	St. Helena
St. John's	Newfoundland (Canada)
St. Louis	United States
Salisbury	Rhodesia
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Shanghai	China
Singapore	Singapore
Sofia	Bulgaria
Split	Yugoslavia
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Spain
The Hague	Netherlands
Thorshavn	Faroe Islands
Tokyo	Japan
Toronto	Canada
Trieste	Italy
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Valetta	Malta
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Vila	New Hebrides
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

British overseas commercial representatives' visits during September to November, 1965

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during September to November 1965:

CEYLON (Colombo)	R. K. McKenzie	British Trade Commissioner	October	In present post since 1963.
ETHIOPIA (Addis Ababa)	I. McCluney	Junior Attaché (Commercial)	November	In present post since early 1964.
FRANCE (Paris)	†A. J. Hannaford	Second Secretary (Commercial)	October-November	In present post since 1963.
ISRAEL (Tel Aviv)	D. T. Wallis	Second Secretary (Commercial)	November	Previously Third Secretary (Commercial) in Indonesia (Djakarta).
KENYA (Nairobi)	L. Bevan	First Secretary (Commercial)	November	Previously Principal British Trade Commissioner in Ghana (Accra).
PERSIAN GULF (Abu Dhabi)	C. Dyer	Commercial Officer	Mid-October (London only)	In present post since 1962.
SOUTH AFRICA (Johannesburg)	*R. G. Bartley	H.M. Vice-Consul (Commercial)	October-November	In present post since 1963.

† Particularly concerned with specialized exhibitions and fairs.
* Concerned mainly with engineering and capital goods.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. A list of the Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, is given below. Those firms and organizations *other than* in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX .53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. TELEX. 55265, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, C.B.E., 76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code 061. CEN 2171. TELEX. 66104, Answer Back BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Lincolnshire (Parts of Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
P. J. L. Homan, Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, C.B.E., Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole M.B. only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole M.B.), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1. (Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, C.B.E., Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49203, Answer Back – AGFIFOOD CARDIFF).

Scotland
The whole of Scotland.
C. J. A. Whitehouse, O.B.E., 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness. (Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, C.B.E., Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX 74578, Answer Back – GOVNI BELFAST).

Exhibitions and Fairs

French town highlights British trade

GREAT BRITAIN will be the theme of this year's 'Commercial celebration' organized by the Union Syndicale at Enghien-les-Bains, near Paris. The celebration, which is an annual event, will open on September 26. Previous events have featured Canada, Rio de Janeiro, and Germany.

Another ceremony will be held on the same day at the neighbouring township of Deuil-La-Barre, when the principal square will be renamed after Sir Winston Churchill.

Shop windows of the 340 retailers at Enghien will be decorated with posters supplied by the British Travel Association and arrangements have been made for musicians and dancers of the London Scottish Regiment to perform during the celebrations.

British manufacturers interested in getting their goods into the shops in this event should write at once to M. Anno, President de l'Union Syndicale des Commercants d'Enghien, 20 Rue Du Dr. Leray, Enghien-les-Bains, Seine et Oise, France.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom . .	*Aug.* 6	*Nov.* 5
Outside Europe . .	*July* 2	*Oct.* 1
Europe . . .	*June* 4	*Sept.* 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia;* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East;* 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on August 6, July 2 and June 4 respectively.

OUTSIDE EUROPE

In May 1965, the Export Promotion and Fairs Branch of the Board of Trade made it known that they were considering the organization of a British pavilion at the Bogota International Trade Fair, September 1-20, 1966, and asked for applications by July 31, 1965.

The initial response indicates a positive interest in this market, but some potential exhibitors have asked for further time to assess the possibilities of the Colombian markets for their products. Accordingly a final decision on whether to organize a British pavilion will not be taken until December 31, 1965; and up to that date applications for space may be sent to Export Promotion and Fairs Branch of the Board of Trade in London (Queen Anne's Mansions, S.W.1) or to the British Embassy, Carrera 10, No. 19-65 7° piso, Bogota, quoting reference GD 6478 G.

EUROPE

Additions

MALMO: INTERNATIONAL SCANIA TRADE FAIR (SKANEMASSAN) – August 12-21, 1966.
Apply, Skanemässan, Kansli Stadiongatan 25, Malmo.

MUNICH: 20TH INTERNATIONAL CONGRESS AND EXHIBITION OF OPHTHALMOLOGY – August 14-19, 1966.
Apply, Kongress Buro, 8 Munchen 15, Beethovenstrasse, 8.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 5-16, 1966.
* Apply, Berliner-Ausstellungen, Berlin-Charlottenberg 9, Hammarskjold Platz 1-7.

PIRMASENS: SHOE AND LEATHER FAIR – April 22-27, 1967.
Apply, Kultur und Verkehrstaat, Pirmasens.

DUSSELDORF PAPER AND PRINTING EXHIBITION (DRUPA) – May 26-June 8, 1967.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

16th International Trade & Toy Fair

and

International Bicycle Show

March 6-11, 1966

Hotel

NEW YORK HILTON
NEW YORK

Management:
International Trade Shows, 545 Fifth Avenue, New York City

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation: UK and Trinidad and Tobago

THE Board of Inland Revenue announce that the Government of Trinidad and Tobago have given notice terminating the United Kingdom – Trinidad and Tobago Double Taxation Agreement of 1947 which will accordingly cease to have effect after December 31, 1965, in Trinidad and Tobago and after April 5, 1966, in the United Kingdom.

Both governments have expressed their willingness to negotiate a new agreement and the hope that a new agreement will be concluded which will have effect from the dates of expiry of the existing arrangements.

France and Czechoslovakia

THE CZECHOSLOVAK press has announced that a long term trade agreement between France and Czechoslovakia was signed in Prague on June 29. The agreement governs the development of trade and economic relations during the period January 1, 1965 to December 31, 1969.

The full text, in French, is available at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450).

Malta and Yugoslavia

A TRADE AGREEMENT signed on July 15, 1965, between the Government of Malta and the Government of the Socialist Federal Republic of Yugoslavia encourages the development of mutual trade.

The Agreement will be automatically renewed each year unless terminated by one or both parties.

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ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

Senior technical and administrative officials from the Portuguese Television Service were recent visitors to EMI Electronics Ltd. at Hayes. This picture shows the visitors examining the Plumbicon/Vidicon Camera. Left to right: S. V. Tuff, senior sales engineer, EMI; F. Bordalo Machado, Director of Technical Services, Portuguese TV; Francisco Conceicao, Administrative Director; Jose Manuel de Alenquer, Director of Production, Freitas Leal, Architect; and E. J. George, products manager, EMI.

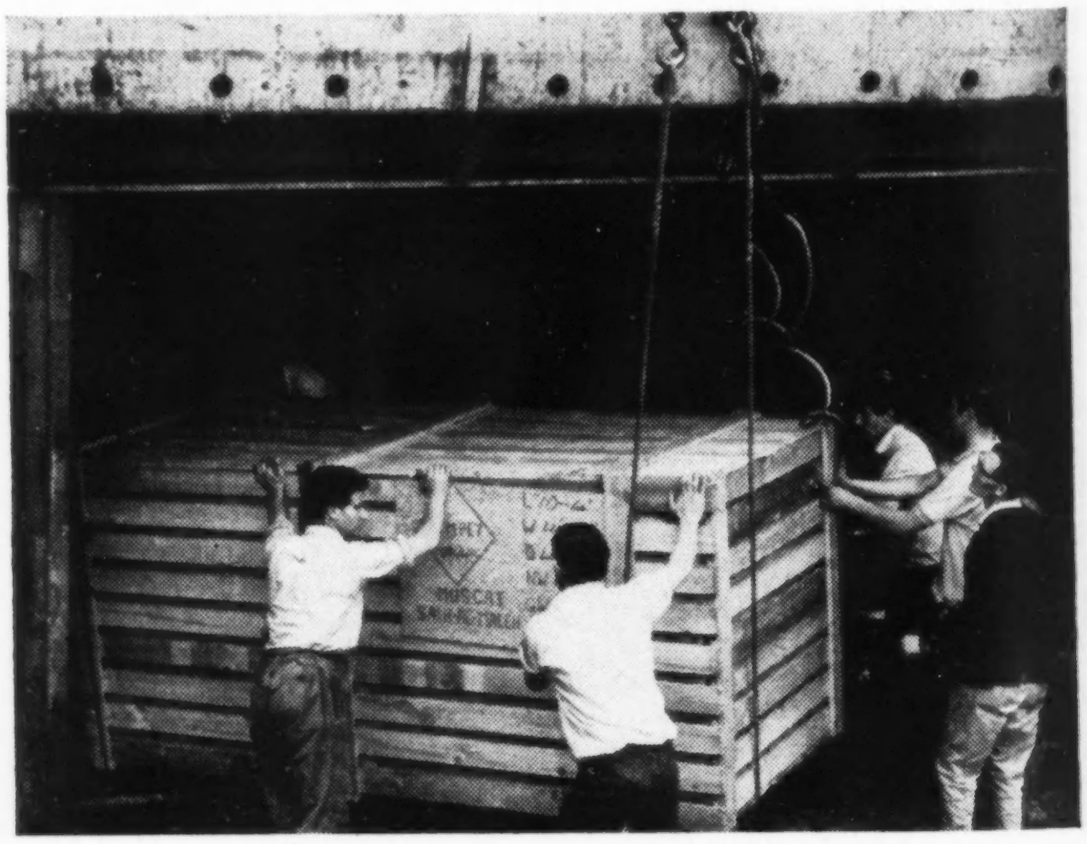
Hints to businessmen visiting Afghanistan and Upper Volta

BOOKLETS on Afghanistan and Upper Volta have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

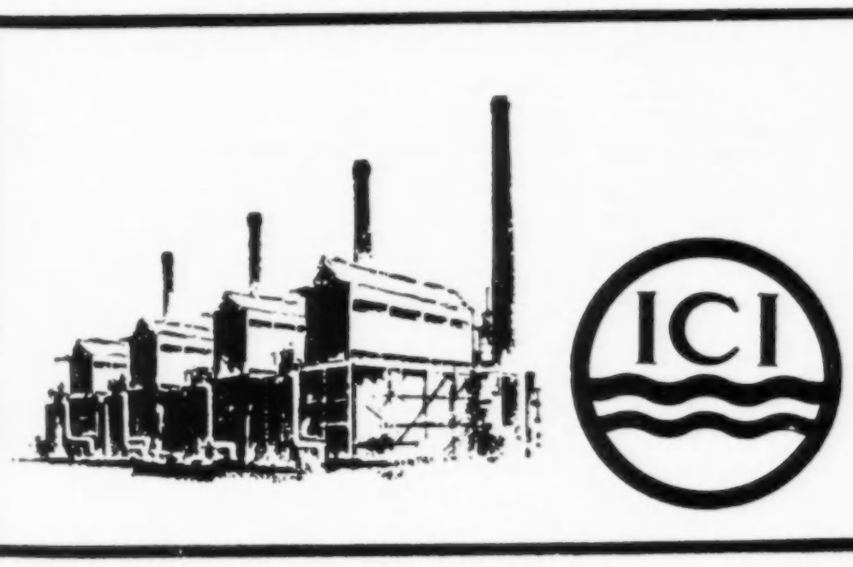
Airmail to Mongolia

THE GPO announce that letters and printed papers may now be sent by airmail to the Mongolian People's Republic. Further details about this service can be obtained at any Post Office.



A £50,000 construction camp contract has been awarded jointly to two JEL Group Companies by George Wimpey & Company Limited and Brown & Root (Overseas) Ltd. for delivery to Muscat on the Persian Gulf. The contract includes accommodation, furniture and kitchen equipment for the 500-man camp. This picture shows part of the first two consignments of prefabricated building components supplied by G. H. Burgess of Hounslow, Middlesex, being loaded on board ship

ICI AGRICULTURAL DIVISION PROCESSES MEAN MORE FOOD—A BETTER LIFE—FOR MORE PEOPLE



By 1966 ICI will be the largest single producer of ammonia in the world. This world leadership has been reached after 40 years' experience, during which all aspects of research, development, construction and production have been studied in depth.

ICI sells its technical 'know-how' through licensed contractors. Throughout the world more than 170 units have been or are being built to operate ICI processes.

For information on ICI Ammonia and Fertilizer Processes write to

THE LICENSING MANAGER
IMPERIAL CHEMICAL INDUSTRIES LIMITED
AGRICULTURAL DIVISION, BILLINGHAM, CO. DURHAM, ENGLAND

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Order for window gear

An export order worth £15,000 has been received by Teleflex Products Ltd., Basildon, Essex, for ClearLine window opening control gear. The order was placed by Matin Dynamics SpA, the Teleflex Italian Subsidiary Company formed two months ago.

ClearLine has also been launched in France, where an installation has been completed in the directors' offices of Societe 'Elle & Vire'. Conde-sur-Vire (Manche), France.

Gas turbine exports

Ruston and Hornsby Ltd., Lincoln, claim to have dealt with well over £½ million of gas turbine export orders this year. During the past two months, orders secured by Rustons include 1,260 bhp turbines for oil field duty in Kuwait, Iran and North Africa in addition to two engines for French owners and two destined for a new textile factory in the United States.

Orders despatched include three turbines for oil field pumping duty, two for Iran and a third for Algeria. A repeat order for a second machine to supply heat and power was delivered to a brick works in Georgia, United States, while a further transatlantic export involved two engines for a phosphate plant in Florida. Marine applications involve three Oceanographic Research Vessels each having a Ruston 430 bhp gas turbine installed to provide electrical power and lighting.

Contract in Zambia

Costain (Zambia) Ltd. have been awarded a £1·4 million contract by the Zambia Ministry of Transport and Works. This is for the construction of a new runway threshold, taxiways, aprons and supplementary works for the Lusaka New Airport.

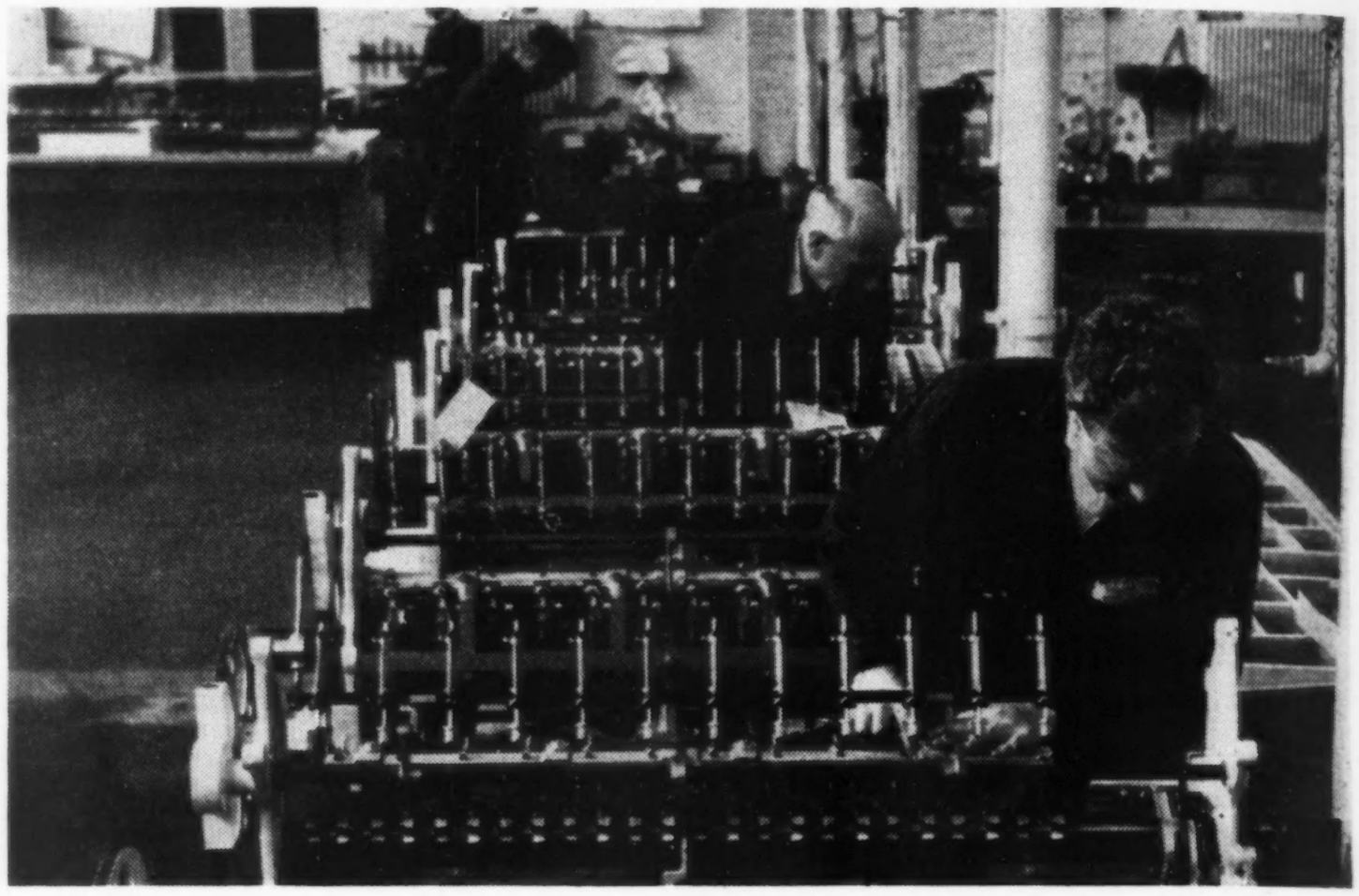
The work involves the excavation of 200,000 cubic yards of material and the laying of 155,000 cubic yards of gravel paving, 70,000 cubic yards of concrete paving and 100,000 square yards of Premix bituminous paving.

Order from the Argentine

A £250,000 order for Leyland Worldmaster buses with air suspension has been received from A. G. Pruden, Leyland Motors Ltd. agents in Buenos Aires. The new contract is for 75 chassis which will have locally-built bodies designed to provide maximum comfort on long-distance high-speed journeys throughout the Argentine. It brings the total amount of orders for Leyland vehicles placed by the Argentine since 1962 to nearly £5 million.

Electro-medical equipment for China

The last of a series of seven electroencephalographs for the Chinese Government has been despatched by Associated Electrical Industries Ltd. Electronics Group. The company say that the order for these electro-medical instruments was obtained after lengthy negotiations with the Chinese Government Agency and against stiff opposition from other European manufacturers. AEI has been supplying electro-medical equipment to China for some years, and satisfaction with the product and with the company's after-sales service was an important factor in the securing of the contract.



Work on egg sorting and grading equipment to fill a £100,000 Rumanian order at the Trowbridge factory of Ben Nevis Egg Equipment Ltd. Here, skilled men complete the assembly of a row of basic egg grading machines – the 'heart' of the Ben Nevis system.

Large order for terminal equipment

AEI-Herr Limited, Birmingham, has secured an order from Lavorazione Leghe Leggere SpA of Italy, valued at about £200,000. It calls for terminal equipment for a process line which is believed to be the first of its type in the world.

Orders for chemical and distillation plant

Overseas contracts to a total value of £74,500 for chemical and distillation plant have been awarded to John Dore and Co. Ltd., Hainault, Essex. They range from a £4,000 order for heat exchangers and ancillary plant in Zanzibar to a £40,000 rum distillation and alcohol purification plant in British Guiana. Orders have also been received from South Africa, West Germany, Jamaica and New Guinea.

Orders for Worcester engineering firm

Export orders worth about £70,000 have recently been received by Heenan and Froude Limited, Worcester. They are for Froude hydraulic dynamometers and include one for an FA16 special for Wartsila Koncernen A/B Shipyard, Turku, Finland, two DPY 590 dynamometers for Motoimport, Poland, six G 5-1 dynamometers for Tatra Koprivnice, Southern Czechoslovakia, one FA6 for Holeby Dieselmotor, Denmark and, a DPY 8D for Fiat, Italy.

British cellulose-pulp plant for Poland

A complete bleached straw pulp plant has been installed by Cellulose Development Corporation Ltd., Harrow, Middesex, at Zaklady Celulozowopapiernicze of Wloclawek, Poland, with a rated capacity of 40 tons of airdry bleached pulp a day. The plant has been erected and started up under the supervision of Celdecor technicians and has now been officially accepted by the purchaser. The bleached pulp will be used for the production of printing and writing papers. The raw materials being used are rye and wheat straw and the plant uses the monosulphite process and incorporates a Celdecor-Kamyr continuous digestion unit.

This is said to be the first unit of its kind to be installed in Poland and the 33rd annual crop pulping plant supplied by Celdecor, who have an export record of around 90 per cent for their pulping plants.

Tidal gates for Borneo

The Rapier Water Control Division of Newton Chambers Engineering Ltd., Thorncliffe, Sheffield, has secured a contract to supply seven steel automatic tidal flap gates to the Government of Sabah, North Borneo, for use in the Karamusing and Batu Tiga culvert, part of extensive land drainage works. The Crown Agents for Overseas Government and Administrations placed the contract.

£¼ million order from Australia

A. Reyrolle & Co. Ltd. have announced an order for £A250,000 from the Electricity Commission of New South Wales for seven 330kV, 5,000/10,000 MVA air-blast circuit breakers for Canberra and Tamworth sub-stations similar to those already in commission at Sydney North sub-station. This order was secured in the face of strong foreign competition.

Order from Rumania

The Wellman Incandescent Furnace Company has received an order for a rotary hearth furnace and slot reheating furnace to be installed at Brasnov, some 80 miles north of Bucharest in Rumania. The inquiry was originated by one of their executives during a visit to Rumania back in 1962. Negotiations for this £15,000 order have been very protracted and have involved contra trade arrangements.

(continued on next page)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of May 21. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 1316 of June 11 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Managing director's Commonwealth tour

Mr. F. W. Griffin, managing director of the BDH Group Ltd., sailed from Southampton on August 12 in the liner 'Queen Mary' on a two-month tour which will include a number of Commonwealth countries in which British Drug Houses has subsidiary companies.

The purpose of the tour, which will take him to Toronto, Auckland and Sydney, was explained by Mr. Griffin, who is also a member of the Africa Committee of the National Export Development Council: 'BDH is an international organization which has grown considerably over the last ten years – it will grow even more during the next decade. We are constantly seeking ways in which to increase exports and my visit has the dual purpose of discussing the expansion of our business through exports in Britain and through the extension of our overseas companies.'

The group is presently investing over £700,000 in expansion programmes outside the United Kingdom. In Bombay a new £400,000 factory was opened during March for the production of pharmaceutical products and a further £150,000 extension is under construction and during his visit to Sydney, Mr. Griffin will see work which has just begun on a £150,000 plant. When the new project is completed in a year's time a start will be made on processing and packing many of the BDH Laboratory chemicals for which there is a wide demand.

Also currently under discussion are plans for the extension of the Toronto plant. Despite extensions carried out in 1958, such is its rate of growth that further expansion is necessary. It is estimated that by 1970 the plant will be extended by 65 per cent.

Cutting machine for North America

Mr. Francis W. Birkett, a director of Francis W. Birkett and Sons Ltd., Cleckheaton, Yorks, expects to arrive in New York on September 10 to begin a business tour of the United States. One of the purposes of Mr. Birkett's tour is to demonstrate the Cutmaster 'Imp' portable cutting machine to various fire and police authorities and arrangements have been completed for demonstrations to be given in Los Angeles, Chicago and New York. Further demonstrations will also be given in Canadian cities.

Six weeks tour of the United States

Mr. S. Cutler, managing director of E. H. Bentall and Co. Ltd., Maldon, Essex, and Mr. A. G. S. Reed, general sales manager, will leave shortly for a six-week intensive tour of the United States.

Bentalls are manufacturers of agricultural machinery and the Bentall executives will be studying trends in the agricultural field in the Mid-west and Eastern States.

Selling illuminated signs

Mr. M. Hauser, managing director of Display Electrics Ltd., Hove, Sussex, expects to arrive in France during the early part of September to begin a general tour of the principal towns in France, Belgium, Holland, Germany, Sweden and Denmark. Display Electrics Ltd., are manufacturers of interchangeable illuminated moving signs for shop window display, and Mr. Hauser will appraise the business opportunities in these countries. In particular he will introduce the firm's latest development in interchangeable signs, the 'Newsreel,' which is so constructed that the user can vary the message at will.

Special travel arrangements for Milan Week

COPIES of a brochure describing special travel arrangements for British business visitors to the Milan British Week (October 9-17) may be obtained from:

Ambassador Travel Service,
205 Regent Street,
London, W.1.

This brochure gives details of 'an inclusive tour' at special favourable rates for British visitors. It also includes a reply card on which British businessmen can book hotel accommodation and air travel to Milan, as well as seats at such British Week occasions as the military tattoo and performances of the Royal Ballet at La Scala.

EXPORT ORDERS (*continued*)

Traction orders for Australia and New Zealand

Shortly after receiving an order worth £1.4 million for electrical equipment for 80 diesel-electric locomotives to be built in New South Wales, Associated Electrical Industries Ltd. have announced two further Australian orders, the first covering electrical equipment worth about £50,000 for three diesel-electric 1,050 h.p. ALCO/Goodwin locomotives for branch line duties on South Australian Railways; the second, worth £400,000, is for a further 20 sets of power equipment for 420 h.p. diesel-electric shunters to be built by the Dunedin and Hillside Workshops of the New Zealand Government Railways.

Equipment for synthetic fibres plant in Russia

Electrical equipment worth nearly £200,000 has been ordered from Associated Electrical Industries Ltd., Rugby, by the Power Gas Corporation Ltd. for an acetic acid plant to be erected in Russia. The plant is planned to produce 36,000 tons of acetic acid per year and by-products for the synthetic fibres industry.

Self-printing ticket machines for Madrid

Ticket Equipment Ltd., Cirencester, has received an order for 260 TIM4B manual self-printing ticket issuing machines for Empresa Municipal de Transportes, the Madrid public transport authority. This follows an order placed only six months ago for 258 similar machines, and will result in more than 850 Madrid buses having been equipped with TIM machines in the past three years.

Tyneside export effort

A. Reyrolle and Co. Ltd. announce recent export orders totalling more than £350,000 in value for electrical switchgear and associated equipment. These orders have come from Australia, Hong Kong, New Zealand, Nigeria, Oman (Middle East), Sabah (Northern Borneo) and South Africa. The largest order was for 275kV 10,000 MVA air-blast circuit-breakers for extensions to the Ingagane and Georgedale switchyards of the Natal Central Undertaking Electricity Supply Commission of South Africa valued at £100,000.

£100,000 order from Middle East

G.E.C. (Telecommunications) Ltd., Coventry, has been awarded further contracts worth over £100,000 to supply automatic telephone exchange equipment to Aden. The orders were awarded by the Ministry of Posts and Communications of the Federation of Southern Arabia.

The equipment will be manufactured at the company's Telephone Works in Coventry and G.E.C. engineers will supervise the installation which is scheduled to begin in the near future. The installations will be complete by the end of 1966, bringing the total number of exchange lines in Aden to over 8,000, all supplied by G.E.C.

Communications system for Malaysia

Redifon Ltd., London, have supplied a £55,000 comprehensive HF communications system to the Malaysian Government. The system consists of transmitting, receiving and ancillary equipment at each of three stations. Each station has separate transmitting, receiving and operating buildings linked by VHF and/or underground cables and is provided with full remote control facilities for all transmit functions.

£335,000 Zambian contract

A £335,000 contract for the erection of a secondary school in Zambia has been awarded to the Mitchell Construction Co. (Zambia) Ltd., a member of the Mitchell Construction Kinnear Moodie Group Ltd., by the Zambian Government. The school is to be built at Chadiza, 40 miles south-west of Fort Jameson, and is part of the Zambian Government's programme for extensive education.

Kuwait order for ticket equipment

The Kuwait transport authority has placed an order with Ticket Equipment Limited, Cirencester, for 128 TIM manually operated self-printing bus ticket issuing machines. These are designed to print tickets in Arabic, using the local currency of fils.

Commenting on the order, the company's sales director Mr. W. B. Follows, said: 'Producing special machines to print in, for instance, Arabic, is part of our normal export service. The success of our efforts to meet specific overseas requirements can be judged by the fact that more than 75,000 of our machines are now in use in 45 countries throughout the world.'

Orders for clothes airers

Auriol (Guildford) Ltd. have received export orders from Italy and Switzerland for their clothes airers. The total value of these orders is about £700, but they are considered to be initial orders only, and future business is expected to follow.

Mr. A. G. Carroll, managing director of Auriol, recently visited these countries and met leading buyers.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

AUSTRALIA

(166/65) Electrical Equipment for Department of Civil Aviation, Melbourne. November 9. E.S.B. 30042/65.*

(166/65) Valve for Hydro-Electric Commission. (Further Information.) Closing date postponed until September 20. E.S.B. 26604/65.*

(166/65) Air Conditioning Plant for Southern Electricity Authority of Queensland. September 13. E.S.B. 30342/65.

BURMA

(166/65) Electrical Equipment for Electrical Stores Corporation. September 21. E.S.B. 30363/65.*

Ministry of Defence:

(167/65) Tyres and Tubes. September 15. E.S.B. 30367/65.*

(162/65) Footwear and Repair Materials. September 17. E.S.B. 29722/65.*

People's Stores Corporation:

(166/65) Valves, Pipes and Fittings. September 15. E.S.B. 30360/65.*

(167/65) Screws. September 15. E.S.B. 30361/65.*

(166/65) Steel Bars and Billets. September 15. E.S.B. 30370/65.

(163/65) Locomotive Parts and Fittings. September 29. E.S.B. 29763/65.*

People's Oil Industry:

(167/65) Drilling Rig. September 15. E.S.B. 30371/65.*

(167/65) Oils and Greases. September 15. E.S.B. 30641/65.

(167/65) Oil. September 20. E.S.B. 30642/65.

CANADA

(162/65) Constructional Project for Ministry of Mines and Technical Surveys. (Further Information.) E.S.B. 26627/65.*

CEYLON

(165/65) Steam Boiler for Public Works Department, Kolonnawa. (Further Information.) Tender documents now available. E.S.B. 29720/65.*

(167/65) Batteries for Vehicles for Ceylon Transport Board. September 29. E.S.B. 30602/65.*

(162/65) Laboratory Equipment; Chemicals for State Hardware Corporation. September 30. E.S.B. 29745/65.*

(167/65) Manilla Ropes for Tender Board, Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 24282/65.*

CHILE

(163/65) Milking and Shearing Equipment for Chilean Development Corporation. (Advance Information.) Closing date not known. E.S.B. 29783/65.

COLOMBIA

Instituto De Aprovechamiento De Aguas y Fomento:

(167/65) Transmission Lines (pre-qualification.) Closing date for pre-qualification is September 30. Tender documents (in Spanish) available. E.S.B. 30607/65.*

(167/65) Civil Engineering Works (Pre-qualification.) Closing date for pre-qualification is September 30. Tender documents (in Spanish) available. E.S.B. 30604/65.*

(167/65) Electro-Mechanical Equipment. (Pre-qualification.) E.S.B. 30606/65.

(167/65) Hydro-Mechanical Equipment (Pre-qualification.) Closing date for pre-qualification is September 30. Tender documents (in Spanish) available. E.S.B. 30605/65.*

(163/65) Crane for Industrial Zicorera de Caldas. (Advance Information.) September 9. E.S.B. 30002/65.

(166/65) Transformers for Empresa de Energia de Bogota. September 30. E.S.B. 30359/65.

DEMOCRATIC REPUBLIC OF THE CONGO

Ministere des Travaux Publics:

(167/65) Jointing and Packing. September 30. E.S.B. 30640/65.*

(167/65) Cordage, Lines, etc. September 30. E.S.B. 30639/65.

EGYPT

(163/65) Timber for Egyptian Railways. (Further Information.) Closing date now September 11. E.S.B. 14418/65.*

FORMOSA

Central Trust of China:

(166/65) Tubes and Tube Sheets. September 16. E.S.B. 30306/65.*

(166/65) Railway Wagon Parts. September 24. E.S.B. 30308/65.

(165/65) Telephone Equipment. September 11. E.S.B. 30303/65.

(166/65) Gauze. September 15. E.S.B. 30335/65.*

(165/65) Railway Wagon Parts. September 24. E.S.B. 30309/65.*

(165/65) Cotton Molleton (Sic) (Re-issue of Tender.) September 6. E.S.B. 23684/65.*

(166/65) Steel Tyres. September 16. E.S.B. 30333/65.*

(166/65) Blasting Caps. September 18. E.S.B. 30336/65.*

(166/65) Steel Beams. September 17. E.S.B. 30337/65.

(166/65) Drilling Machine. September 14. E.S.B. 30307/65.*

(166/65) Welding Electrodes. September 16. E.S.B. 30313/65.*

(166/65) Adhesive Paste; Batteries. September 17. E.S.B. 30328/65.*

(166/65) Steel Plates. September 10. E.S.B. 30329/65.*

(166/65) Spraying Equipment. September 15. E.S.B. 30330/65.*

(166/65) Mach'ne Spare Parts; Workshop Equipment. September 10. E.S.B. 30331/65.*

(166/65) Acrylic Resin. September 17. E.S.B. 30332/65.*

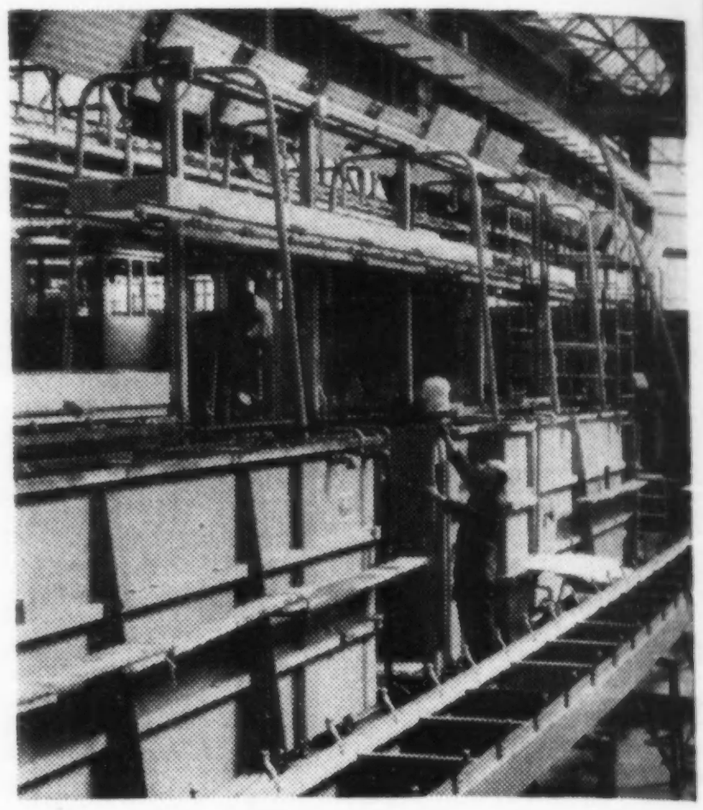
(166/65) X-ray Machine. September 14. E.S.B. 30304/65.*

(166/65) Generator Set. September 14. E.S.B. 30305/.65.*

(166/65) Relay Test Unit. September 14. E.S.B. 30310/65.*

(166/65) Meters. September 13. E.S.B. 30311/65.*

(166/65) Generator Sets. September 16. E.S.B. 30312/65.*



A £27,500 order for electro-plating equipment is shortly due for shipment to Spain by the Electro-Chemical Engineering Company Ltd., of Woking, Surrey. The equipment is for the Madrid factory of Cointra and will be used for plating bumper bars and fittings for Renault cars assembled in Spain. This picture shows the machine in course of final assembly.

FRANCE

(164/65) Generating Set for Supreme H.Q. Allied Powers Europe. October 20. E.S.B. 30021/65.*

GREECE

Agricultural Bank of Greece:

(166/65) Chemicals. September 22. E.S.B. 30070/65.*

(165/65) Copper Sulphate. September 15. E.S.B. 30068/65.*

(164/65) Surveying Equipment for Ministry of Trade. Closing date now September 27. E.S.B. 18560/64.*

(163/65) Vehicles for Director General of Procurements. September 17. E.S.B. 30018/65.*

HONG KONG

(167/65) Electric Fans for Controller of Stores. September 17. E.S.B. 30400/65.*

INDIA

(167/65) Signalling and Electric Equipment for Beas Purchase Organization. November 1. E.S.B. 30649/65.*

Atomic Energy Establishment:

(164/65) Conductance Bridge. (Further Information.) Tender documents now available. E.S.B. 29103/65.*

(165/65) Tube Fittings. September 16. E.S.B. 30055/65.

(165/65) Crane. September 9. E.S.B. 30056/65.

(165/65) Pumps for Delhi Electric Supply Undertaking. September 10. E.S.B. 30301/65.

Director-General of Supplies and Disposals:

(163/65) Orthopaedic Tables. (Further Information.) E.S.B. 27595/65.*

(163/65) Planing Machine. (Further Information.) (E.S.B. 28911/65.*

(164/65) Insulators. September 30. E.S.B. 30023/65.*

(165/65) Lathe. September 14. E.S.B. 30072/65.*

(166/65) Testing Equipment. October 8. E.S.B. 30073/65.*

(165/65) Chemical Plants and Machinery for Hindustan Organic Chemicals Ltd. (Further Information.) Tender documents now available. E.S.B. 25282/65.*

(162/65) Metal Sheets for Indian Telephone Industries Ltd. October 25. E.S.B. 29731/65.

(163/65) Gates for Madras State Electricity Board. September 29. E.S.B. 29732/65.

Maharashtra State Electricity Board:

(163/65) M.S. Pins. (Further Information.) Tender documents now available. E.S.B. 28174/65.*

(164/65) Transformers. (Further Information.) Tender documents now available. E.S.B. 28177/65.*

(164/65) Transformers for Rajasthan Canal Project. September 10. E.S.B. 30033/65.

(167/65) Cable for Singareni Collieries Co. Ltd. September 16. E.S.B. 30613/65.

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Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

(164/65) **Transformers** for Tata Power Co. Ltd. (Further Information.) Closing date postponed to September 29. E.S.B. 26484/65.

U.P. State Electricity Board:

(163/65) **Crane.** (Further Information.) Tender documents now available. E.S.B. 26648/65.*

(165/65) **Cables.** October 14. E.S.B. 30302/65.

(167/65) **Cables** for Southern Railway. September 9. E.S.B. 30395/65.

IRAN

Iranian State Railways:

(162/65) **Wire.** November 9. E.S.B. 29497/65.*

(163/65) **Lighting Equipment and Accessories.** October 27. E.S.B. 30019/65.*

(163/65) **Mobile Cranes.** November 1. E.S.B. 30020/65.*

IRAQ

(167/65) **Refrigeration Plant** for Ministry of Industry. Closing date brought forward to September 16. E.S.B. 26917/65.*

(165/65) **H.F. Receiving Terminal** for Chambers of Commerce. September 23. E.S.B. 30051/65.

(165/65) **Electric Lamps for Street Lighting** for Directorate-General of Municipal Affairs. September 21. E.S.B. 30049/65.

Ministry of Defence:

(165/65) **Water and Sewage Project.** September 28. E.S.B. 30052/65.

(162/65) **Camera Vacuum Back.** (Further Information.) Closing date postponed to September 14. E.S.B. 7655/65.*

General Drugs and Chemical Imports and Distribution Co:

(165/65) **Antibiotics.** (Further Information.) Tender documents now available. E.S.B. 29150/65.*

(165/65) **Chemical.** (Further Information.) Tender documents now available. E.S.B. 29149/65.*

(165/65) **Drugs, Chemicals and Pharmaceuticals.** October 5. E.S.B. 30048/65.*

(165/65) **Transfer of Electrical Equipment** for Ministry of Muncipal and Rural Affairs. September 28. E.S.B. 30050/65.

JORDAN

Jordan Cement Factories Co. Ltd.:

(167/65) **Kiln Spare Parts.** September 9. E.S.B. 30626/65.*

(167/65) **Crusher Spare Parts.** September 9. E.S.B. 30628/65.*

(167/65) **Bearings.** September 9. E.S.B. 30627/65.*

(167/65) **Photo-Copying Materials.** September 9. E.S.B. 30629/65.*

KENYA

East African Railways and Harbours:

(166/65) **Tarpaulins.** September 21. E.S.B. 30374/65.

(167/65) **Steel Rails.** September 17. E.S.B. 30655/65.

KOREA

(166/65) **Miscellaneous Equipment** for Office of Supply. September 16. E.S.B. 30078/65.*

KUWAIT

Central Tender Committee:

(166/65) **Protective Clothing.** September 12. E.S.B. 30376/65.*

(166/65) **Distribution Boards.** September 25. E.S.B. 30379/65.*

(166/65) **Switchgear.** September 29. E.S.B. 30380/65.*

LEBANON

(166/65) **Meteorological Equipment** for Direction General des Adjudications. September 24. E.S.B. 30358/65.*

LIBYA

(167/65) **Generator** for Sub-Tenders Board. September 13. E.S.B. 30610/65.

MOROCCO

(166/65) **Radio and Television Equipment** for La Radiodiffusion Television Marocaine. Closing date postponed to September 16. E.S.B. 27517/65.

(164/65) **Dam Construction** for Office de Mise En Valeur Agricole. October 11. E.S.B. 29774/65.*

MOZAMBIQUE

Ports, Railways and Transport Dept.:

(162/65) **Automobile Spares.** September 10. E.S.B. 29751/65.

(162/65) **Metal Products; Hand Tools.** September 14. E.S.B. 29750/65.

(162/65) **Ladders.** September 15. E.S.B. 29749/65.

(162/65) **Workshop Equipment.** September 20. E.S.B. 29748/65.

(162/65) **Telephone Equipment.** September 22. E.S.B. 29760/65.

(162/65) **Automotive Equipment.** September 14. E.S.B. 29758/65

(162/65) **Electrical Equipment.** September 16. E.S.B. 29757/65.

(162/65) **Various Tools.** September 15. E.S.B. 29756/65.

(162/65) **Microphotography Equipment.** September 16. E.S.B. 29755/65.

(162/65) **Workshop Equipment.** September 10. E.S.B. 29754/65.

(167/65) **Iron Beams.** October 8. E.S.B. 30617/65.

(167/65) **Asphalt.** September 10. E.S.B. 30618/65.

(167/65) **Construction Project** for Electricity Autonomous Services. September 15. E.S.B. 30631/65.

(167/65) **Meters and Electrical Equipment** for Lourenco Marques Municipality. September 10. E.S.B. 30615/65.

NEW ZEALAND

(164/65) **Boilers and Auxiliaries** for Auckland Hospital Board. September 20. E.S.B. 30039/65.

(166/65) **Pumping Equipment** for Auckland Regional Authority, Drainage Division. October 20. E.S.B. 30368/65.*

General Post Office:

(164/65) **Wire.** September 13. E.S.B. 30031/65.*

(166/65) **Door Checks.** September 17. E.S.B. 30369/65.*

(166/65) **Hoists.** September 21. E.S.B. 30345/65.*

(164/65) **Surveyors Instruments.** September 13. E.S.B. 30030/65.*

Ministry of Works:

(164/65) **Quilts.** September 10. E.S.B. 30028/65.*

(164/65) **Laundry Bags.** September 10. E.S.B. 30029/65.*

(162/65) **Sound Studio Equipment** for New Zealand Broadcasting Corporation. November 26. E.S.B. 29773/65.*

(162/65) **Silicon Rectifier Units** for New Zealand Government Railways. October 6. E.S.B. 29775/65.

NIGERIA

(167/65) **Road Construction** for Director of Federal Public Works. (Pre-qualification.) E.S.B. 30254/65.

PAKISTAN

Directorate of Supply:

(165/65) **Veterinary Equipment.** October 5. E.S.B. 30083/65.*

(166/65) **Chemicals.** September 14. E.S.B. 30347/65.

(165/65) **Machine Tools** for East Pakistan Industrial Development Corporation. September 22. E.S.B. 30084/65.*

(165/65) **Printing Machinery** for Telephone and Telegraph Directorate General. September 16. E.S.B. 30082/65.*

RHODESIA

(164/65) **Railway Wagons** for Rhodesia Railways. October 4. E.S.B. 30027/65.*

SAUDI ARABIA

Ministry of Defence and Aviation:

(165/65) **Tents.** September 22. E.S.B. 30035/65.

(165/65) **Diesel Engines.** September 15. E.S.B. 30036/65.

(165/65) **Miscellaneous Equipment.** September 25. E.S.B. 30037/65.*

SIERRA LEONE

(165/65) **Electrical Equipment** for Sierra Leone Electricity Corporation. (Further Information.) Closing date postponed to September 15. E.S.B. 21287/65.*

SOUTH AFRICA

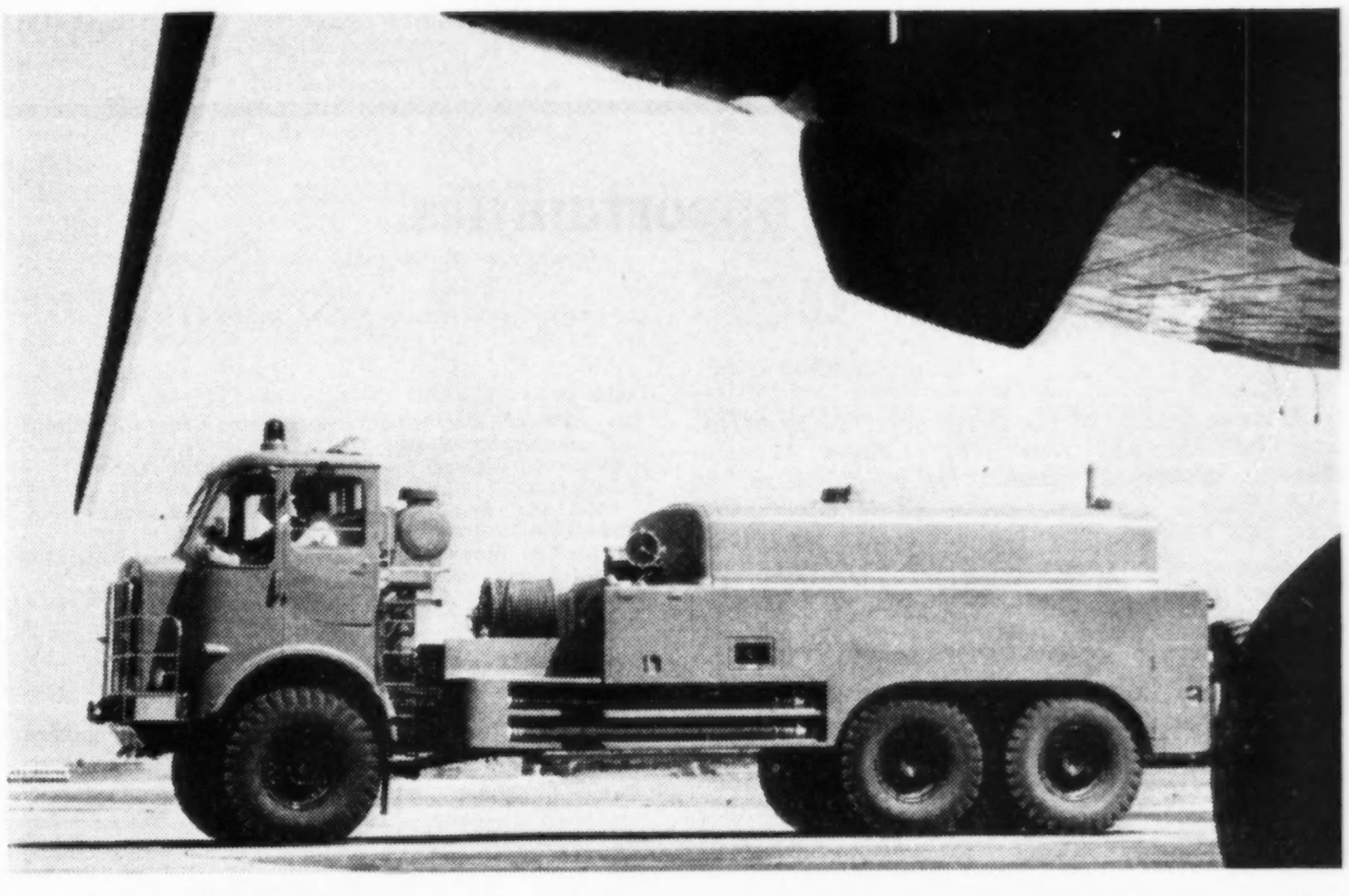
Cape Provincial Tender Board:

(165/65) **Measuring Instrument.** September 14. E.S.B. 30065/65.*

(165/65) **Textile.** September 14. E.S.B. 30064/65.*

(165/65) **Injections** for Natal Provincial Administration. September 8. E.S.B. 30063/65.*

WORLD'S BIGGEST AIRFIELD CRASH TENDER IN SERVICE



Atkinson Vehicles Ltd., Preston (Lancs), recently shipped to Australia what is claimed to be the biggest vehicle of this type in the world. Now in service with the Australian Department of Civil Aviation at Melbourne, the tender is powered by a 300 h.p. Cummins NT300 diesel engine. The vehicle was put through extensive trials by the Australian Army before going into service. The tender, grossing at 22 tons, passed through these with flying colours. Rapid acceleration is of prime importance in a vehicle of this type, and on test it beat by nearly 10 seconds the required 0-50 m.p.h. in less than 80 seconds. The tender had also to climb out of sand and drive through a 17-inch deep tank of water at a speed of up to 18 m.p.h.

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State Tender Board, Pretoria:

(162/65) Pharmaceuticals. September 8. E.S.B. 29538/65.*

(166/65) Measuring and Recording Instruments. September 13. E.S.B. 30100/65.*

(166/65) Rock Breakers. September 9. E.S.B. 30093/65.*

(166/65) Pharmaceuticals. September 10. E.S.B. 30094/65.*

(166/65) Technical Laboratory Apparatus. September 15. E.S.B. 30344/65.*

(166/65) Laboratory Equipment. September 15. E.S.B. 30322/65.*

(166/65) Laboratory Apparatus. September 15. E.S.B. 30319/65.*

(166/65) Intercommunication System. September 10. E.S.B. 37127/64.*

(166/65) Steel Tunnel Lining. September 9. E.S.B. 30087/65.*

(166/65) Valves. September 9. Tender documents without drawings available. E.S.B. 30085/65.*

(166/65) Laboratory Equipment. September 15. E.S.B. 30095/65.*

(166/65) Dam Gates and Lifting Gear. November 11. Tender documents without drawings available. E.S.B. 30088/65.*

(166/65) Refrigerator. September 9. E.S.B. 30321/65.*

(166/65) Grinding Unit. September 10. E.S.B. 30098/65.*

(166/65) Megger Testers. September 14. E.S.B. 30096/65.*

(166/65) Fire Extinguishers. September 8. E.S.B. 30097/65.*

(166/65) Signal Generators. September 8. E.S.B. 30314//65.*

(166/65) Medical Supplies. September 13. E.S.B. 30315/65.*

(166/65) Testing Equipment. September 8. E.S.B. 30317/65.*

(166/65) Hospital Equipment. September 13. E.S.B. 30320/65.*

SPAIN

(166/65) Pipes and Fittings for Compania Arrendataria del Monopolio de Petroleos. September 11. E.S.B. 30355/65.

(166/65) Machine Tools for Taller de Precision y Centro Electrotecnico de Artilleria. September 17. E.S.B. 30353/65.

SUDAN

(163/65) Waterworks Plant for Central Electricity and Water Administration. October 15. E.S.B. 29790/65.*

(166/65) Crane for Stores Department. (Further Information.) A copy of drawings can be had from:– Sudan Government, 3-5 Cleveland Row, London, S.W.1. E.S.B. 29457/65.

Sudan Railways:

(166/65) Steelwork. September 21. E.S.B. 30372/65.*

(166/65) Axle Bearings. September 21. E.S.B. 30352/65.*

(163/65) Lathe. (Further Information.) Closing date postponed until September 8. E.S.B. 4386/65.*

SYRIA

(163/65) Power Equipment; Civil Engineering Works etc. for Le Directeur General de l'Electricite. (Further Information.) Closing date postponed until September 30. E.S.B. 26979/65.

TANZANIA

(166/65) Shoes for Central Tender Board. September 16. E.S.B. 20383/65.

TURKEY

(163/65) Dozer and Loader Spare Parts for State Highways Department. September 9. E.S.B. 29779/65.*

URUGUAY

(162/65) Steel Pipes for State Oil Refinery. September 17. E.S.B. 29726/65.

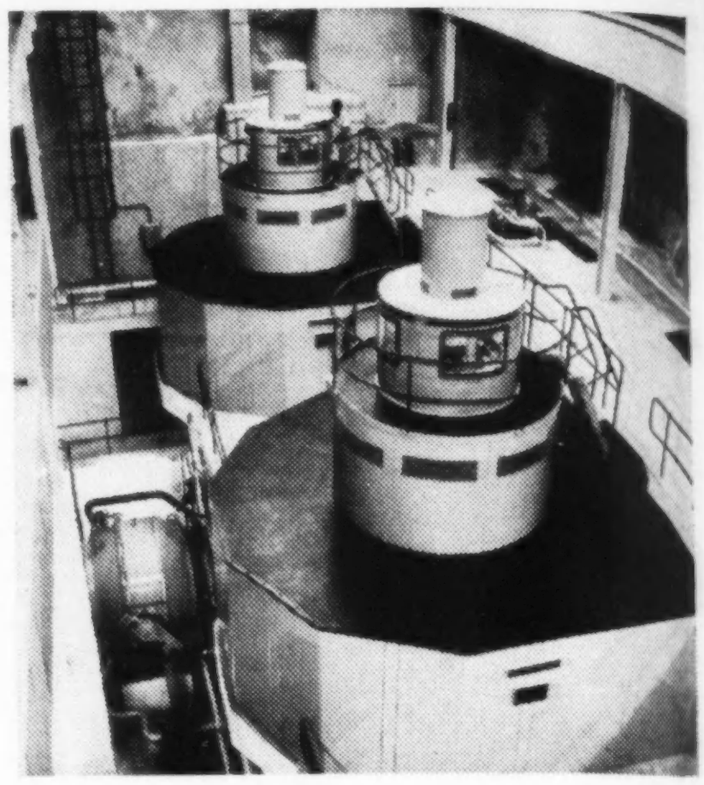
(167/65) Fish Terminus for Servicio Oceanografico y de Pesca. (Further Information.) Tender documents now available. E.S.B. 29727/65.*

UNITED STATES OF AMERICA

(167/65) Fire Extinguishing Systems for Bureau of Reclamation. September 8. E.S.B. 30384/65.*

ZAMBIA

(163/65) Generating Plant for Central Supply and Tender Board. September 10. E.S.B. 29765/65.*



View of the two English Electric 12,350 kVA generators in the Tanganyika Electric Supply Company's new Hale power station, Tanzania's largest hydro-electric scheme situated 40 miles from the port of Tanga. Opened officially by President Nyerere at the end of last year, the station was carved from rock beneath the Pangani River. All the generating equipment was made at the Netherton Works of the English Electric Company, Bootle, Lancs, and the company's Stafford Works supplied the substation switchgear used in the transmission network to Dar-es-Salaam.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Argentina

(162/65) Enquiry for dry cell battery machinery. E.S.B. 29549/65.

Australia

(165/65) Agency inquiry for fibre-glass sheeting. E.S.B. 29542/65.

(166/65) Agency inquiry for speciality groceries. E.S.B. 30187/65.

(164/65) Inquiry for hospital equipment. E.S.B. 29572/65.

(166/65) Inquiry for wire rope accessories. E.S.B. 30237/65.

(165/65) Manufacture under licence – tubular and stainless steel products. E.S.B. 29596/65.

Canada

(166/65) Agency inquiry for adhesives; automotive accessories; camping equipment; industrial chemicals; soaps and cleaning materials. E.S.B. 28293/65.

(165/65) Inquiry for bi-metal. E.S.B. 29973/65.

(166/65) Inquiry for building and construction materials; control and temperature gauges; hospital furniture and equipment. E.S.B. 30216/65.

(162/65) Inquiry for chinaware; cutlery; teapots. E.S.B. 29318/65.

(162/65) Inquiry for furniture; hardware. E.S.B. 29340/65.

(162/65) Inquiry for raw materials for the manufacture of veterinary medicines. E.S.B. 29324/65.

(163/65) Inquiry for industrial and consumer goods. E.S.B. 29661/65

Colombia

(163/65) Agency inquiry for equipment for hydro-electric power stations. E.S.B. 29690/65.

(162/65) Inquiry for refractory plant and equipment. E.S.B. 29588/65.

Congo Republic

(165/65) Inquiry for marine diesel engines. E.S.B. 29317/65.

Cyprus

(164/65) Agency inquiry for electric fires; oil heaters. E.S.B. 29895/65.

Ethiopia

(162/65) Inquiry for road repairing equipment and machinery. E.S.B. 29492/65.

Finland

(163/65) Agency inquiry for motor vehicle accessories and garage equipment. E.S.B. 29647/65.

France

(166/65) Agency inquiry for mining tools and equipment. E.S.B. 30235/65.

(166/65) Inquiry for clothing. E.S.B. 30254/65.

France/Czechoslovakia

(166/65) Trade Agreement. C.R.E. 6208/G.

Germany (Federal Republic)

(164/65) Agency inquiry for "Do-It-Yourself" Equipment; model-kits. E.S.B. 29902/65.

(163/65) Agency inquiry for educational toys. E.S.B. 29616/65.

(164/65) Agency inquiry for electrical appliances. E.S.B. 28335/65.

(165/65) Agency inquiry for electronic data processing equipment and accessories; punched card equipment and accessories. E.S.B. 29836/65.

An export consignment of Rippatape Tear-Tape, an easy opening facility for cartons and containers, being stacked on a loading bay at P. P. Payne's Nottingham factory, ready for delivery to a Swedish customer. Each wooden case contains two cheeses of tear-tape, each comprising 10,000 yards of tape. European exports of this product have more than doubled in the last two years.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

(163/65) Agency inquiry feathers; lace. E.S.B. 29585/65.
(164/65) Agency inquiry for pre-fabricated houses and light weight components. E.S.B. 29937/65.
(163/65) Agency inquiry for silver combings; wool and synthetic waste; unspun textile raw materials. E.S.B. 29517/65.
(165/65) Agency inquiry for textile machine parts and accessories. E.S.B. 29399/65.
(163/65) Inquiry for chamois leather. E.S.B. 28097/65.
(167/65) Inquiry for confectionery; dehydrated frozen products. E.S.B. 28527/65.

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(163/65) Agency inquiry for steel products. E.S.B. 29568/65.
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(166/65) Agency inquiry for construction equipment; metals. E.S.B. 30182/65.

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(165/65) Agency inquiry for knitwear; woollen cloth. E.S.B. 28534/65.
(166/65) Agency inquiry for confectionery; pharmaceutical products. E.S.B. 29962/65.
(166/65) Agency inquiry for surface-coating materials. E.S.B. 13918/65.
(163/65) Inquiry for artists' requisites; carnival and Christmas decorations and novelty items; drawing instruments; tobacconists' requisites. E.S.B. 29622/65.

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(167/65) Inquiry for building materials and fittings. E.S.B. 30230/65.
(163/65) Inquiry for building materials and fittings; hardware; sanitary-ware. E.S.B. 36832/64.
(162/65) Inquiry for gypsum panels; machinery for the manufacture of gypsum panels. E.S.B. 29387/65.
(165/65) Inquiry for suitings. E.S.B. 3529/65.

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(167/65) Inquiry for hospital blankets. E.S.B. 30226/65.

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(165/65) Report on the market for gas cookers. E.S.B. 14281/64.

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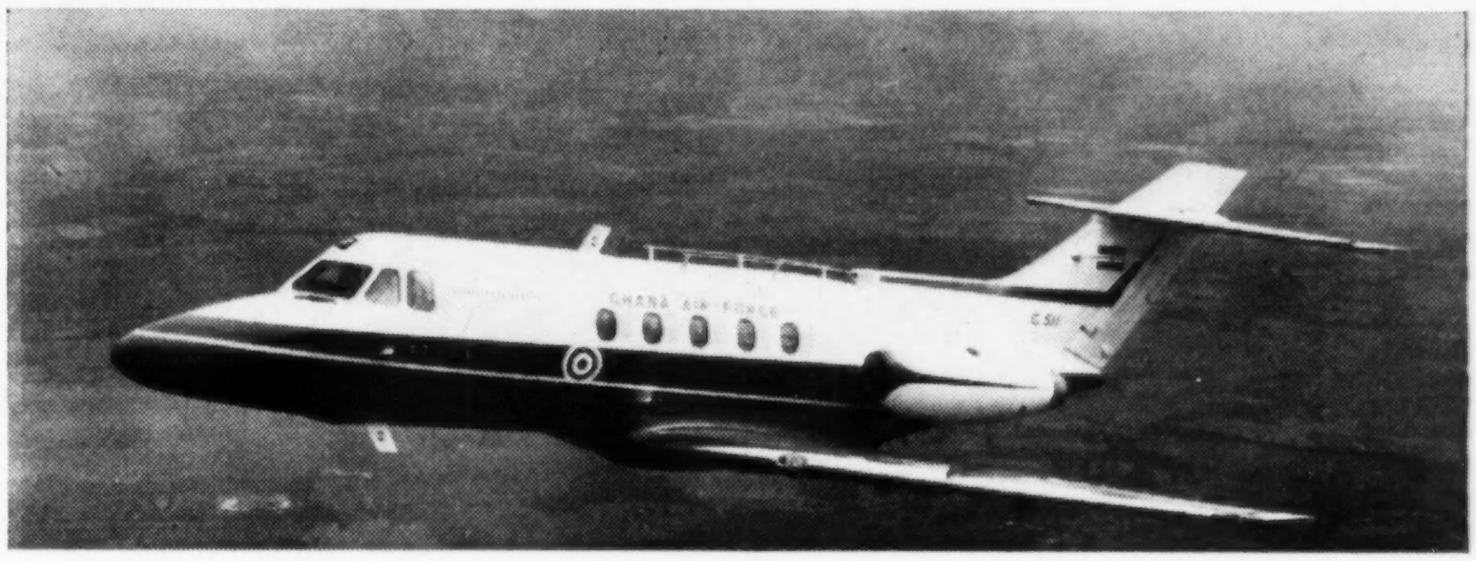
(162/65) Trade Agreement. C.R.E. 8301/G.



A recent Hawker Siddeley Company export delivery is this HS.125 executive aircraft, supplied to Ghana, which, amongst other duties, will be used as a VIP aircraft for President Nkrumah.

Morocco/Portugal
(162/65) Trade Agreement. C.R.E. 5863/G.

Netherlands
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(164/65) Agency inquiry for household textiles; toilet requisites. E.S.B. 29869/65.
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(164/65) Inquiry for domestic consumer goods; giftware; tools. E.S.B. 29889/65.
(163/65) Inquiry for foodstuffs. E.S.B. 29683/65.
(164/65) Manufacture under licence – machinery for the manufacture of public seating; public seating. E.S.B. 29899/65
(163/65) Manufacture under licence – steam boilers. E.S.B. 28852/65.

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(167/65) Agency inquiry for toilet soaps. E.S.B. 25529/63.
(167/65) Inquiry for synthetic fibre net. E.S.B. 30158/65.

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(165/65) Agency inquiry for cosmetics; household electrical goods; pharmaceuticals. E.S.B. 30131/65.
(163/65) Agency inquiry for machine and hand tools. E.S.B. 25712/65.
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(167/65) Inquiry for floor and wall coverings for kitchens and bathrooms. E.S.B. 30112/65.
(162/65) Inquiry for piece-goods. E.S.B. 29310/65.
(165/65) Inquiry for rubber mats; safety helmets. E.S.B. 30103/65.

Syrian Arab Republic
(166/65) Inquiry for oil refinery modification project. E.S.B. 29980/65.

Trinidad
(162/65) Inquiry for mirrors. E.S.B. 1671/65.

Uganda
(163/65) Inquiry for machinery and equipment for smelting; smelting feasibility report. E.S.B. 29832/65.

United States of America
(166/65) Agency inquiry for laboratory equipment; scientific instruments. E.S.B. 10221/65.
(166/65) Agency inquiry for paint sundries. E.S.B. 30239/65.
(165/65) Inquiry for fluorescent light fittings and components. E.S.B. 8757/65.
(163/65) Inquiry for plastic building materials. E.S.B. 29356/65.
(164/65) Manufacture under licence in Britain – dry reed relays. E.S.B. 29829/65.
(166/65) National Aeronautics and Space Administration Research and Development Ideas. E.S.B. 24482/65.
(162/65) Miami International Boat Show. E.S.B. 29395/65.

Venezuela
(164/65) Inquiry for oats and hay; saddlery. E.S.B. 28830/65.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

DENMARK

Import licensing

THE FOLLOWING list shows the commodities for which import licences are required on entry into Denmark. The list takes into account all liberalization to date including a number of agricultural goods which were liberalized on July 1, 1965.

Heading in the Customs Tariff	Goods
	SECTION I
	Live Animals: Animal Products
Chapter 1. Live animals	
ex 01.02	Live animals of the bovine species, *except* breeding animals.
ex 01.04	Live sheep and goats, *except* breeding animals.
ex 01.05	Live poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls), *except* breeding animals.
Chapter 2. Meat and edible meat offals	
02.01	Meat and edible offals of the animals falling within heading Nos. 01.01, 01.02, 01.03, 01.04, fresh, chilled or frozen.
02.02	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (*except* liver), fresh, chilled or frozen.
02.03	Poultry liver, fresh, chilled, frozen, salted or in brine.
02.05	Unrendered pig fat, free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked.
ex 02.06	Meat and edible meat offals of the animals falling within heading Nos. 01.01, 01.02, 01.03, 01.04 and 01.05 (*except* poultry liver), salted, in brine, dried or smoked.
Chapter 3. Fish, crustaceans and molluscs	
ex 03.01	All goods mentioned below, fresh (live or dead), chilled or frozen unless intended for industrial production of goods falling within heading Nos. 16.04 and 16.05: Fillet and roe of all species of fish, pond trout, flounder, plaice, dab (excluding pole flounder), sole, codfish, herring (excluding sprat), mackerel, tunny and porbeagle, *except* deep-frozen fish fillets.
ex 03.02	All goods mentioned below unless intended for industrial production of goods falling within heading Nos. 16.04 or 16.05: smoked fish, roe, *except* of lumpfish.
ex 03.03	Oysters *except* spat, Norway lobster and shrimps, unless intended for industrial production of goods falling within heading Nos. 16.04 or 16.05.
Chapter 4. Dairy products; birds' eggs; natural honey	
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.02	Milk and cream, preserved, concentrated or sweetened.
04.03	Butter.
04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not.
04.06	Natural honey.
Chapter 5. Products of animal origin, not elsewhere specified or included	
ex 05.15	Industrial fish.
	SECTION II
	Vegetable Products
Chapter 6. Live trees and other plants: bulbs: roots and the like: cut flowers and ornamental foliage	
ex 06.01	Bulbs, tubers, tuberous roots, corms, crowns and rhizomes, dormant, in growth or in flower of the following kinds: hyacinthus, narcissus and tulipa.
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared.
Chapter 7. Edible vegetables and certain roots and tubers	
ex 07.01	The following vegetables, fresh or chilled: gherkins and cucumbers; asparagus; blanched celery and other celery; cauliflower, broccoli, common cabbage and other cabbage; carrots, horse-radish, beetroot; potatoes, except seed potatoes; pepper fruits; leeks and edible onions, except onion sets with a maximum diameter not exceeding 21 mm., chives and garlic; spinach, chicory salad (cichorium intybus) and other salad (lactuca sativa); tomatoes and peas.
ex 07.02	The following vegetables (whether or not cooked), frozen: asparagus, beans, red cabbage, spinach and peas and mixtures containing these vegetables.
ex 07.03	The following vegetables, temporarily preserved in brine, sulphurous acid water or other preserving solutions, but not prepared for immediate consumption: gherkins and cucumbers; asparagus; blanched celery and other celery; cauliflower, broccoli, common cabbage and other cabbage; carrots horse-radish and beetroot; potatoes; pepper fruits; leeks and edible onions, except chives and garlic. Spinach, chicory salad (cichorium intybus) and other salad (lactuca sativa); tomatoes and peas. Furthermore mixtures containing these vegetables
ex 07.06	Marrow of sago palms; manioc, arrowroot, sweet potatoes and similar roots and tubers with high starch or inulin content, fresh or dried, whole or cut, except salad and Jerusalem artichokes.
Chapter 8. Edible fruit and nuts: peel of melons or citrus fruit	
ex 08.06	Apples, pears, fresh.
ex 08.07	Cherries and plums of all kinds, fresh.
ex 08.08	The following berries, fresh: raspberries, elderberries, strawberries, white, red and black currants.
ex 08.09	Netted melons, fresh.
ex 08.10	The following fruits (whether or not cooked), preserved by freezing, not containing added sugar: pears, cherries, raspberries, and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packing. Apples, plums of all kinds, red, white and black currants and mixtures containing any of these fruits in packings with a gross weight of more than 2 kgs. each.
ex 08.11	The following fruits provisionally preserved in brine, sulphur water or in other preservative solutions, but not specially prepared for immediate consumption: apples, pears, plums of all kinds, raspberries, elderberries, strawberries, red, white and black currants and mixtures containing any of these fruits
ex 08.12	Apples, dried, and mixtures of dried fruit containing more than 10 per cent apples.
Chapter 9. Coffee, tea, mate and spices	
ex 09.01	Coffee, whether or not roasted or freed of caffeine; coffee substitutes containing coffee in any proportion.
Chapter 10. Cereals	
10.01	Wheat and meslin (mixed wheat and rye).
10.02	Rye.
10.03	Barley.
10.04	Oats.
10.05	Maize.
10.07	Buckwheat, millet, canary seed and grain sorghum; other cereals.
Chapter 11. Products of the milling industry: malt and starches: gluten: inulin	
ex 11.01	Cereal flours, *except* rice flour.
ex 11.02	Cereal groats and cereal meal, *except* maize grits; other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled, but not further prepared), *except* husked, glazed, polished or broken rice; germ of cereals, whole, rolled, flaked or ground.
11.05	Flour, meal and flakes of potato.
ex 11.06	Flour and meal of sago; maniocroot, arrowroot and other roots and tubers falling within heading No. 07.06 *except* tapioca meal, manioc meal for animal feeding and salep.
ex 11.08	Starches, *except* salep; inulin.
11.09	Gluten and gluten flour, roasted or not.
Chapter 12. Oilseeds and oleaginous fruit: miscellaneous grains, seeds and fruit: industrial and medical plants: straw and fodder	
ex 12.01	Rapeseed, whole or broken.
12.04	Sugarbeet, whole or sliced, fresh, dried or powdered; sugar cane.
	SECTION III
	Animal and Vegetable Fats and Oils and their Cleavage Products; Prepared Edible Fats; Animal and Vegetable Waxes
Chapter 15. Animal and vegetable fats and oils and their cleavage products: prepared edible fats: animal and vegetable waxes	
ex 15.01	Lard and other rendered pig fat; rendered poultry fat, *except* for technical purposes.
ex 15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats, *except* for technical purposes.
ex 15.03	Lard stearin, oleostearin and tallow stearin: lard oil, oleo oil and tallow oil, not emulsified or mixed or prepared in any way, *except* for technical purposes.
ex 15.13	Imitation lard and other prepared edible fats.

Heading in the Customs Tariff	Goods

SECTION IV

Prepared Foodstuffs; Beverages, Spirits and Vinegar; Tobacco

Chapter 16. Preparations of meat, of fish, of crustaceans or molluscs

16.01 Sausages and the like, of meat, meat offal or animal blood.
ex 16.02 Other prepared or preserved meat or meat offal, *except* pate de foie gras.

Chapter 17. Sugars and sugar confectionery

17.01 Beet sugar and cane sugar, solid.
ex 17.02 Other sugars *except* milk sugar (lactose); sugar syrups; artificial honey (whether or not mixed with natural honey); caramel; glucose.
ex 17.03 Molasses, whether or not decolourized, *except* for animal feeding.
ex 17.04 Sugar confectionery, not containing cocoa, including liquorice allsorts, but *excluding* other liquorice confectionery.
ex 17.05 Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion *except* vanilla sugar and vanillin sugar.

Chapter 18. Cocoa and cocoa preparations

ex 18.06 Chocolate and other food preparations containing cocoa except coating chocolate (i.e., pure chocolate containing not less than 38 per cent cocoa butter) in blocks weighing 5 kg. or more.

Chapter 19. Preparations of cereals, flour or starch: pastrycooks' products

19.03 Macaroni, spaghetti and similar products.
ex 19.04 Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches, *except* salep grain and flakes.
ex 19.08 Biscuits, rusks.

Chapter 20. Preparations of vegetables, fruits or other parts of plants

ex 20.02 The following vegetables prepared or preserved otherwise than by vinegar or acetic acid: asparagus, beans, potatoes, red cabbage, spinach and peas and mixtures containing any of these vegetables.
ex 20.03 The following fruits, preserved by freezing, containing added sugar: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits–irrespective of the size of the packings. Apples, plums of all kinds, red, white and black currants and mixtures containing any of these fruits – in packing with a gross weight of more than 2 kgs. each.
20.05 Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
ex 20.06 The following fruits, otherwise prepared or preserved, whether or not containing added sugar or spirit: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red, white and black currants and mixtures containing any of these fruits – in packings with a gross weight of more than 2 kgs. each.
ex 20.07 The following fruit juices whether or not containing added sugar, but unfermented and not containing added spirit: of apples, pears, cherries, raspberries, elderberries, straw berries, red, white andblack currants, and mixtures containing juices of these fruits.

Chapter 21. Miscellaneous edible preparations

ex 21.07 Food preparations not elsewhere specified and included *except* so-called 'concentrated extracts,' citrus fruit juices, peanut butter, saccharin tablets and the like.

Chapter 22. Beverages, spirits and vinegar

22.05 Wine of fresh grapes; grape-must with fermentation arrested by the addition of alcohol.
22.06 Vermouths, and other wines of fresh grapes flavoured with aromatic extracts.
22.07 Other fermented beverages (for example, cider, perry and mead).
22.08 Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength.
ex 22.09 Ethyl alcohol, undenatured, of a strength under 80°.

Chapter 23. Residues and waste from the food industries: prepared animal fodder

23.02 Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables.
ex 23.03 Maizegluten feed.

SECTION VI

Products of the Chemical and Allied Industries

Chapter 35. Albuminoidal substances: glues

35.05 Dextrins and dextrin glues; soluble or roasted starches; starch glues.
ex 35.06 Glues containing starch or starch products.

SECTION IX

Wood and Articles of Wood; Wood Charcoal; Cork and Articles of Cork; Manufactures of Straw, of Esparto and of other Plaiting Materials; Basketware and Wickerwork

Chapter 46. Manufactures of straw, of esparto and of other plaiting materials: basketware and wickerwork

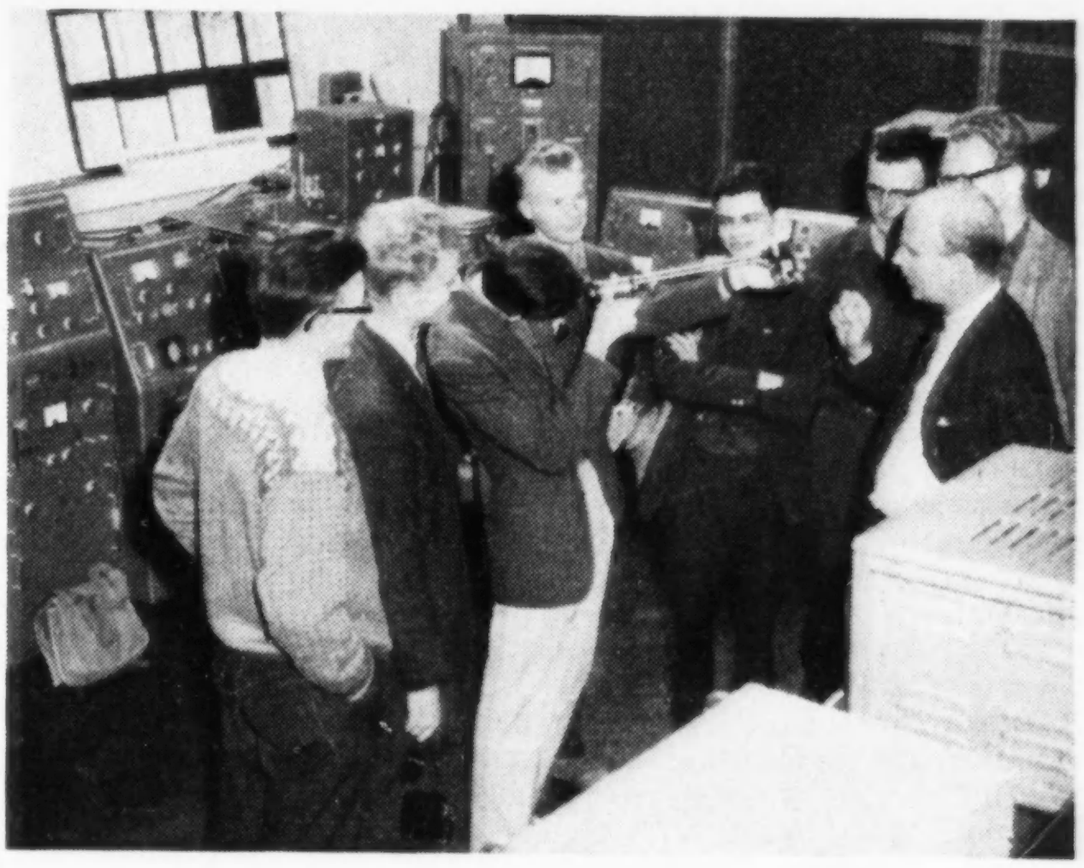
ex 46.03 Brush makers' wares and other wares manufactured direct of plaiting materials or of the goods falling within headings 46.01 and 46.02, *except* goods of loofah.

SECTION XII

Footwear, Headgear, Umbrellas, Sunshades, Whips, Riding Crops and Parts thereof; Prepared Feathers and Articles made therewith; Artificial Flowers; Articles of Human Hair; Fans

Chapter 64. Footwear, gaiters and the like: parts of such articles

ex 64.01 Footwear with uppers of rubber.
ex 64.02 Footwear with rubber soles fixed by vulcanization, *except* with uppers of leather or composition leather.



Thirty-eight undergraduates from the Laboratory of Electro-Physics of Copenhagen Technical University visited the Applications and Research Laboratories at Hilger & Watts Limited recently. One group led by Mr. Knud Blendstrup visited the Microspin ESR Laboratories to hear about the latest developments in electron spin resonance. This photograph shows the visitors inspecting an ESR cavity. Recently Hilger and Watts received an order from China for Microspin electron spin resonance spectrometers to the value of £25,000.

Heading in the Customs Tariff	Goods

SECTION XIII

Articles of Stone, of Plaster, of Cement, of Asbestos, of Mica and of Similar Materials; Ceramic Products; Glass and Glassware

Chapter 68. Articles of stone, of plaster, of cement, of asbestos, of mica and of similar materials

68.01 Road and paving setts, curbs and flagstones, of natural stone (*except* slate).
ex 68.02 Worked monumental or building stone, and articles thereof, other than goods falling within heading No. 68.01 or within Chapter 69, *except* terrazzo cubes and materials, unpolished or unground cubes for mosaic work, flint and stone dust.
68.14 Friction material (segments, discs, washers, strips, sheets, plates, rolls and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos, other mineral substances or of cellulose, whether or not combined with textile or other materials.

SECTION XIV

Pearls, Precious and Semi-Precious Stones, Precious Metals, Rolled Precious Metals, and Articles thereof; Imitation Jewellery; Coin

Chapter 71. Pearls, precious and semi-precious stones, precious metals, rolled precious metals and articles thereof: imitation jewellery

ex 71.07 Gold, including platinum-plated gold, unwrought or semi-manufactured, *except* gold foil.

Chapter 72. Coin

ex 72.01 Gold coin.

SECTION XVI

Machinery and Mechanical Appliances; Electrical Equipment; Parts thereof

Chapter 84. Boilers, machinery and mechanical appliances: parts thereof

ex 84.22 Lifts and parts thereof.

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

BELGIUM

British exports promotion

IN ORDER TO assist British exports in a practical manner, the British Chamber of Commerce for Belgium and Luxembourg invites any exporter who may be interested in entering the Belgian market, to arrange for their export manager to spend a day at the Brussels Office of the Chamber during which a briefing about the general line of approach to the market will be given.

Subsequently arrangements will be made with various members of the Council of the Chamber who have a large and valuable experience of selling in Belgium and who will be prepared to tell something of their own experience to the inquirer and indicate in a general manner how their own Belgian selling organization operates.

In the event of this innovation proving successful it will be developed still further.

British firms who wish their Export Managers to participate should write to arrange suitable dates to the Secretary-General, British Chamber of Commerce for Belgium and Luxembourg (Inc.), 204 rue Royale, Brussels.

PORTUGAL

Drawback of import duty on plastic strip

THE Portuguese *Diario do Governo*, First Series, No. 152 of July 10, 1965, publishes Order No. 21,384, authorising the importation under the drawback system, of plastic strip, classified under heading No. 39.01.16 of the customs tariff, to be incorporated in manufactures of leather, canvas and leather and canvas destined for export.

The duties to be refunded shall be those corresponding to the weight of the raw material imported and used in the manufacture of the exported product. The duty rebates and other conditions applying shall be controlled, in each case, by means of a Ministerial Ordinance.

Inquiries about this Notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

Import tariff amendments

THE PORTUGUESE *Diario do Governo*, First Series, No. 160, of July 30, 1965, published Decree Laws Nos. 46,462 and 46,463 which amend the import tariff as follows:

The present import tariff headings Nos. 29.15.06, 87.02.13 and 87.02.14 will henceforth bear the following numbers 29.15.07, 87.02.14 and 87.02.15 respectively.

The following modifications are made in the text of the Import Tariff:

29.15 . . .

06 Fumaric acid:

Maximum tariff – 2 per cent *ad valorem*
Minimum tariff – 1 per cent *ad valorem*

87.02 . . .

For the transport of goods or materials, with tip bodies:

11 Weighing up to 2,500 kg.:

Maximum tariff – 20 escudos (20$) per kilogram
Minimum tariff – 10 escudos (10$) per kilogram

Weighing more than 2,500 kg.:

12 Intended exclusively for use on building sites and the like:

Maximum tariff – 1.20 escudos (1$20) per kilogram
Minimum tariff – 0.60 escudos ($60) per kilogram

Note: Classification of such vehicles under this tariff number is subject to a prior declaration from the General Directorate of Road Transport attesting that they will not be registered for use on public roads, even if their characteristics comply with the provisions of the Highway Code and of any other current legislation.

Vehicles possessing characteristics suiting them for use on public roads may only be registered for such use if the difference between the duties which would be applicable thereto under sub-heading 87.02.14 and those already levied have been paid into the Customs.

13 Intended for other purposes:

Maximum tariff – 20 escudos (20$) per kilogram
Minimum tariff – 10 escudos (10$) per kilogram

The minimum tariffs shown above are to be regarded as new

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base duties for the purposes of calculating EFTA reductions.

In regard to the new tariff heading 87.02.11 of the Import Tariff, and in accordance with the provisions of sub-paragraph (c) of Paragraph 6 of Annex G to the Stockholm Convention of January 4, 1960, the programme of reductions to be applied until June 30, 1972, will be as follows:

On June 30, 1966 – 20 per cent reduction;
On June 30, 1968 – 10 per cent reduction;
On June 30, 1970 – 10 per cent reduction;
On June 30, 1972 – 10 per cent reduction.

As from July 1, 1973, the remaining 50 per cent will be eliminated by successive reductions in such a way that the duties will be eliminated before January 1, 1980.

The following modifications are made to the list annexed to Decree-Law No. 43,769, of June 30, 1961:

(a) The present tariff heading 29.15.06 will henceforth bear the number 29.15.07 with the same text as heretofore;

(b) There is introduced the product covered by the following tariff heading: 29.15.06 – Fumaric acid.

The following modifications are made to the list annexed to Decree-Law No. 46,142 of January 2, 1965:

(a) The present tariff headings 87.02.13 and 87.02.14 will henceforth bear the numbers 87.02.14 and 87.02.15 with the same text as heretofore;

(b) The present tariff headings 87.02.11 and 87.01.12 will henceforth bear the numbers 87.02.12 and 87.02.13 with the following text:

87.02 . . .

For the transport of goods or materials, with tip bodies: Weighing more than 2,500 kg.:

12 Intended exclusively for use on building sites and the like:

Unit – Kilogramme
Customs duty – 0.60 escudos
Protective element – 0.12 escudos
Duties to be levied as from 31.12.64 – 0.48 escudos

13 Intended for other purposes:

Unit – Kilogramme
Customs duty – 10 escudos
Protective element – 2 escudos
Duties to be levied as from 31.12.64 – 8 escudos

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
14	Varnishes, inks, pigments and similar preparations	6,000,000	September 15
15	Perfumery, toilet and cosmetic preparations	3,750,000	September 15
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	6,600,000	September 15
31	Special fabrics	6,000,000	September 15
33	Ready-made clothing	7,500,000	September 15
44	Household and sanitary articles	7,500,000	September 20
45	Other manufactures of cast iron or steel	8,250,000	September 20
46	Copper manufactures	4,125,000	September 20
47	Aluminium manufactures	4,125,000	September 20
50	Cutlery and table sets of iron and steel	8,000,000	September 20
51	Outboard motors (not liberalized) and parts	15,000,000	September 15
52	Marine engines (not liberalized) and parts	16,500,000	September 15
53	Other motors (not liberalized) and parts; motor pumps and motor compressors (not liberalized)	80,000,000	September 15
55	Dumpers	75,000,000	September 15
59	Tractors	145,200,000 (1,210 units)	September 15
61	Buses, fire-engines and parts for their manufacture	100,000,000	September 15

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THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

ITALY

Temporary reductions of customs duty on imports from non-EEC countries

IN THE Italian Presidential Decree No. 984 of July 26, 1965, the following reductions of duty are announced within the limits of the quotas shown alongside, to remain in force till December 31, 1965:

Tariff Heading	Commodity	Amount of Quota	Rate of Duty
ex 0102 A II a	Bulls, cows and heifers of Schwyz Simmental and Friburg breeds, not for slaughter	3,000 head	1·8%
0801 A II	Dates for preparation of animal feeding stuffs	10,000 tons	3%
1703 B II	Molasses of cane sugar of a co-efficient of purity not less than 63% for preparation of coffee substitutes	2,800 tons	0·7%
2801 D I	Iodine, crude	—	Free from all sources (1)
2901 D II C I	Ethylbenzene for manufacture of synthetic rubber	18,000	4%
3807 A II	Spirits of turpentine	—	3%
3808 A	'Resinous pitch'		3%
7313 D I	Pig and cast iron, containing by weight from 0·3% to 1% titanium and 0·5% to 1% vanadium, both figures inclusive		3·5%
ex 7313 A I ex 7315 B VI a I	Sheets and plates known as 'electric' with a loss in watts per kg. not exceeding 0·4 watts	200 tons	1%
ex 7313 A I ex 7315 B VI a I	Sheets and plates known as 'electric' with a loss in watts per kg. between 0·4 and 0·75 watts	250 tons	3%
ex 7315 A IV b	High carbon steel rod, simply hot-rolled, between 4·5 and 6 mm. in diameter, of a carbon content between 0·62% and 0·74%, for use in the manufacture of tyres	2,000 tons	4%
7316 A II c	Used rails		Duty suspended

(1) No period of validity specified.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 449, 450).

YUGOSLAVIA

Economic reforms

ON JULY 23 and 24 the Federal Assembly approved some 30 Bills on economic reforms in Yugoslavia. The main provisions were: the devaluation of the dinar to a single exchange rate of 1,250 dinars to the dollar; reduction of taxation upon industrial, commercial and business enterprises by the abolition of corporate income tax and the transfer of turnover tax from the production stage of industry to the retail outlet; changes in rates of the federal turnover tax; and the introduction of a local turnover tax; reductions in rates of personal income tax and social security contributions; a reduction in the average rate of customs duty from 23.2 per cent to 10.75 per cent and the introduction of a new customs tariff; the establishment of new and increased prices for a large number of industrial and agricultural products; improvement in some social security benefits; changes in the financing of housing; a reassessment of rents at an economic level and their gradual introduction over the next five years.

The reforms will alter the relationship between prices, taxation and incomes in Yugoslavia; the reductions in taxation will allow business and industry 40 per cent more disposable funds after deduction of operating expenses (but before payment of wages). Price increases will operate in favour of the basic and power industries as compared with processing industries.

The Yugoslav Government estimate that the overall level of industrial and agricultural prices will increase by 24 per cent in comparison with the average level in 1964; the cost of living was expected to rise by 22 per cent immediately. These appear very conservative estimates.

It was announced that proposals will be introduced in September or October with regard to the conduct of foreign trade. It is understood that the system of linking imports to exports will be maintained and extended; under this arrangement enterprises are allocated foreign currency for the import of raw materials, semi-manufactures and semi-finished goods on the basis, wherever applicable, of their performance in exports; as an extension of this system some enterprises earning foreign exchange would be able to open foreign exchange accounts and to use a portion of their earnings for imports. It is also understood that the system of licensing will be abolished and replaced by one of global quotas; control over expenditure of foreign currencies on imports would thus be exercised through the allocations to individual enterprises. Clarification of the position should be possible when definitive proposals are submitted to the Federal Assembly in the autumn.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2339), quoting reference No. CRE 911/4G.

AUSTRIA

Global quotas

THE *Board of Trade Journal* of August 20 published a notice about the revised Austrian Quota List. The heading of the third column of the list should read Thousand Austrian Schillings instead of Million Austrian Schillings.

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the list of goods for which Israeli import licences are freely granted:

Tariff No.	Description	Import Duty (*ad valorem* c.i.f.)	Purchase tax	Imports Permitted as from
67.04	Wigs of human hair only	60%	Exempt	June 13, 1965
83.07 (a) (1)	Lamps and lighting fittings of base metals used for room lighting	60%	35%	July 20, 1965
83.12	Photo frames of tinplate	80%	Exempt	July 20, 1965
85.01 (e) (2)	Battery chargers	60%	Exempt	July 20,
93.09 (c)	Hooks and eyes	80%	Exempt	July 20, 1965

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

IRAN

Import regulations

THE CENTRAL BANK of Iran issued a circular on August 3 laying down that, with effect from August 7, registration of all permitted imports must, with certain exceptions, be by documentary credit against a deposit of 100 per cent of the c.i.f. value of the goods.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

SIERRA LEONE

Import licensing regulations

GOVERNMENT NOTICE No. 816 published in the *Sierra Leone Gazette* dated July 29, amends with effect from July 22, the list of items for which specific import licences are required (published in the *Board of Trade Journal*, February 2, 1964, page 305) by the addition of the following item:

Customs Classification	Schedule Items
831-000	Fibre suitcases excluding leather.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List 399, published in the Republic of South Africa *Government Gazette* of August 20, states that the Board of Trade and Industries have received the following applications for increases in the Republic's customs tariff:

1. Wrought plates, sheets and strip, of aluminium, by substitution

76.03.10 Flat plates or sheets (excluding circles) containing, by weight, not more than 99.9 per cent of aluminium –
.10 Of a thickness not more than 0.015 inch, but excluding products containing, by weight, more than 0.5 per cent of copper, or 1.6 per cent of magnesium, or 4.0 per cent of silicon – 15 per cent (general).
.20 Of a thickness exceeding 0.015 inch but not more than 0.128 inch, but excluding products containing, by weight, more than 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon – 15 per cent (general).

76.03.30 Plates or sheets, with a corrugated or other profile configuration, containing, by weight, not more than 99.9 per cent of aluminium – 15 per cent (general).

76.03.50 Coiled, containing, by weight, not more than 99.9 per cent of aluminium of a thickness not exceeding 0.128 inch, but excluding products containing, by weight, more than 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon – 15 per cent (general).

76.03.80 Circles, containing, by weight, not more than 99.9 per cent of aluminium, of a diameter not exceeding 49 inches and of a thickness not exceeding 0.25 inch, but excluding products containing, by weight, more than 0.5 per cent of copper, or 6.0 per cent of magnesium, or 4.0 per cent of silicon – 15 per cent (general).

2. Gate valves provided for under tariff heading 84.61.90, from 5 per cent *ad valorem* (general rate) and free of duty (preferential rate), to the following rates:

(a) Gate valves in sizes ½ inch, ¾ inch and 1 inch – 25 cents each plus 5 per cent *ad valorem* (general) and 25 cents each (preferential),
(b) Gate valves in sizes 1¼ inches, 1½ inches and 2 inches – 50 cents each plus 5 per cent *ad valorem* (general) and 50 cents each (preferential),
(c) Gate valves in sizes 2½ inches and 3 inches – 70 cents each plus 5 per cent *ad valorem* (general) and 70 cents each (preferential), and
(d) Other, 5 per cent *ad valorem* (general) and free of duty (preferential).

3. Textile covered vulcanized rubber thread, from 10 per cent *ad valorem* to 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 7408/65, 2. CRE 7410/65, and 3. CRE 7409/65.

Customs tariff change

GOVERNMENT NOTICE R 1202, published in the Republic of South Africa *Government Gazette* of August 13, sets out the following amendment to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
87.12	By the insertion after sub-heading No. 87.12.30 of the following: 87.12.35 Pedal cycle accessories	No.	5%		

NIGERIA

Letters of credit

IT is reported by the Trade Commissioner in Nigeria that in future all imports not covered by letters of credit issued by banks in Nigeria will not be allowed entry by the Board of Customs and Excise. Fuller details will be published when they become available.

Brussels Nomenclature tariff

THE *Board of Trade Journal* of August 20 (page 446) announced the adoption by Nigeria of the Brussels Nomenclature tariff as from August 16, and said that the new schedules of import duties would be published in the *Board of Trade Journal* as and when they became available.

The new schedules are now available but because of their length it would not be practicable to reproduce them in the *Board of Trade Journal*. Copies may, however, be inspected at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472), to whom inquiries about the new classification should be addressed.

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NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on printed woven furnishing fabrics and fabrics for household use, also import licensing as affecting such goods, included in the following tariff items:

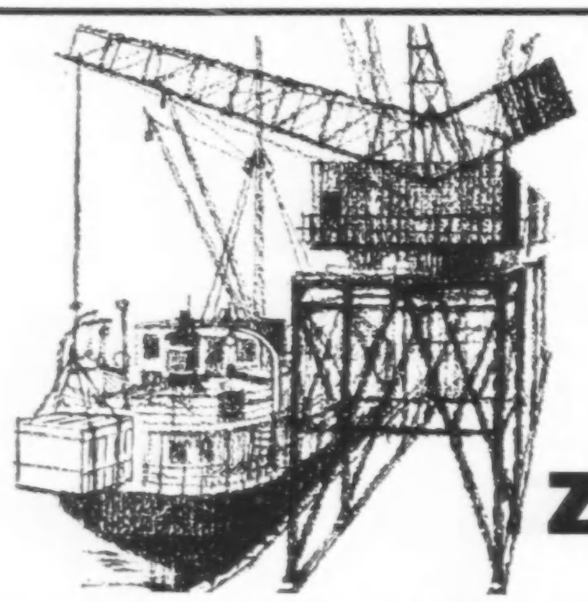
Item No.	Tariff and Statistical Items	Rates of Duty				
		British Preferential	Australian Agreement	Canadian Agreement	Most Favoured Nation	General Tariff
	Other woven fabrics of cotton other than in the grey, n.e.i.:					
	Furnishing fabrics and fabrics for household use:					
652.294.3	Printed	Free	..	..	..	15%
	Woven fabrics of flax or of ramie:					
653.310.6	Tea towelling	Free	..	..	..	15%
653.310.9	Other kinds	Free	..	..	..	15%
	Woven fabrics (other than pile and chenille fabrics) of continuous artificial fibres, including woven fabrics of monofilament or strip of items 651.710.1 to 651.720.9					
	Other kinds:					
653.610.9	Other kinds	Free	..	..	..	15%
	Woven fabrics (other than pile and chenille fabrics) of discontinuous or waste artificial fibres:					
	Not containing sheep's or lamb's wool or fine animal hair:					
	Weighing less than 6 oz. per square yard:					
	Other kinds:					
653.620.9	Other fabrics	Free	..	..	..	15%

The public inquiry will take place in Wellington on Monday, November 8, 1965. Typewritten statements of evidence (12 copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Monday, October 25, 1965. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Man Made Fibres Federation, The Cotton Board, Flax Spinners and Manufacturers' Association, and the Manchester Chamber of Commerce have been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 7393/65.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.



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AUSTRALIA

Special Advisory Authority inquiry in respect of hot water bags result

A NOTICE was published in the *Board of Trade Journal* on July 23, 1965 (page 216) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **hot water bags.**

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations an additional temporary duty equal to the amount by which the FOB price is less than 3s. 3d. each has been imposed.

This new duty does not apply to goods in transit on, or before, July 14, 1965.

Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125=£100 Sterling.

Tariff Board inquiry

THE AUSTRALIAN Minister of Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **hot water bags** (Tariff Item 40.12.2).

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	Rates of Duty	
		General	Preferential
40.12.2	Hot water bags	37½%, or, if higher, 1s. 6d. per lb. Primage 10%	17½% or, if higher 9d. per lb. Primage 5%

This matter has been reported by telegraph by the British

Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7402/65.

Tariff Board inquiry on felt-based floor coverings

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **felt-based floor coverings** should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961.

Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* of January 22, 1965 (page 188).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than September 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2442/65.

Changes in Customs and Excise Tariffs

ARISING OUT OF the Australian Budget, changes have been made in the Australian Customs and Excise Tariffs affecting the rates of duty on (a) beer and spirits (b) cigarettes, cigars and other manufactured tobacco and (c) mineral oils and fuels.

Full details of the changes will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468).

INDIA

Deposit requirements for payment of imports

IN THE *Board of Trade Journal* of July 23, it was announced that the Reserve Bank of India required a 25 per cent deposit for all imports. This 25 per cent deposit requirement has now been removed in respect of all shipments made after August 19. The original notification will still apply to shipments made on or before this date.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Room 337, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2277).

CEYLON

Exports of small consignments

THE CONTROLLER of Imports in Ceylon is concerned at the substantial increase in small consignments supplied from Britain to private individuals in Ceylon not holding import permits. Hitherto, where the value of such consignments has been not more than Rs.200-300 (£15-22), import permits have been issued in most cases to enable the goods to be cleared. The Import Controller has now stated that this concessional treatment is to stop and that such goods will be confiscated if the consignee has no permit to import them. Exporters are advised before accepting an order to check that their customers in Ceylon hold a valid import licence.

1965 Budget

THE CEYLON BUDGET, which was presented on August 9, 1965 included the following tariff changes:

(i) Import duty has been abolished on the following items: Kerosene oil, chillies, potatoes, bombay and red onions, dahl, gram, peas, sports goods, small agricultural implements (including mammoties,

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picks, ploughs, axes, forks, sickles, budding knives and saws, etc. and parts).

(ii) Import duty has been reduced on the following items:

	New Duty C/wealth	mfn.
(a) Synthetic fibres and manufactures thereof	100	110
(b) Sprinkler irrigation equipment . .	4	14

(iii) Duties on most textiles, iron, steel and paper are being converted from *ad valorem* to specific rates. This will reduce the duty payable. The former rates of duty on textiles in common use have been reduced by 10/12 cents a yard.

(iv) The import duty on automative diesel oil will be increased from January 1, 1966. The amount of the increase has not yet been disclosed.

(v) A 10 per cent surcharge has been applied on existing duties with the exception of food items, drugs and medicines, fertilizers, petroleum products, textiles, motor spare parts, cement, agricultural machinery and implements and items used by export industries for which special rates have already been fixed.

A copy of the Budget speech may be seen at Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642). A list of the revised duties may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468), to whom inquiries about the tariff should be addressed.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(a) Manufacture of electrical industrial equipment	(a) Arc welding equipment
(b) Manufacture of miscellaneous electrical apparatus	(b) Fluorescent light ballasts

The proposal to designate these products was announced in the *Board of Trade Journal* of January 22, 1965, page 189.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

COLOMBIA

Foreign capital

THE BRITISH EMBASSY at Bogota has reported changes recently introduced by the Colombian authorities regarding registration of foreign capital, and a translation of the appropriate Resolution of the Monetary Board is reproduced below.

A subsequent Resolution has extended the date referred to in the second paragraph of Article 1 from July 31 to August 30.

RESOLUTION No. 21 OF THE MONETARY BOARD,
JULY 7, 1965,
IMPORTS OF CAPITAL.

Art. 1 – Foreign capital brought into the country and not registered prior to July 17, 1957, and capital imported or that will be imported after that date, its reimbursement and the transfer of interest and profits, must be registered in order to control its movement and to carry the corresponding account in the country's balance of trade.

The registration provided for in this article must be effected by the importer with the Foreign Exchange Division of the Superintendency of Foreign Trade between July 19 and 31 of this year.

The time-limit for registration of foreign capital imported after the date of this Resolution will be 15 days after the date of import.

Art. 2 – In accordance with the dispositions of Article 20 of Decree-Law 1734 of 1964, the registration established by this Resolution will apply both to foreign currencies and to goods and intangibles which constitute imports of capital; and to their reimbursement and the transfer of interest or profits, including commissions and royalties on trade marks and patents.

Art. 3 – The Foreign Exchange Registry Division of the Superintendency of Foreign Trade will prepare the forms for the registration provided for in this Resolution. The following information must be supplied in the said forms:

(a) Actual commercial value of the capital imported, unless it is not possible to estimate it, as in the case of intangibles of uncertain value.

(b) The amount of reimbursements and remittances of interest, profits, commissions and royalties on such capital, effected in 1965, and foreseen for the rest of this year and for 1966.

(c) Any other information which the Division considers necessary for the statistical purposes of this Resolution.

Art. 4 – The data obtained in accordance with the dispositions of this Resolution will be regarded as strictly confidential and will be used for statistical purposes of the balance of trade referred to in this Resolution.

Art. 5 – This Resolution is in force from today.

UNITED STATES

Textile Fibre Products Identification Act

IN THE *Board of Trade Journal* for July 9 and August 6, 1965 it was announced that the United States President had approved an amendment to the Textile Fibre Products Identification Act, published as Public Law 89-35. At present the Federal Trade Commission are considering views already submitted on a proposed new Rule 3 under the regulations governing this Act, which is intended to properly reflect sections of the amending Act.

In addition, the Federal Trade Commission are now proposing to amend Rule 18 of the rules and regulations under this Act in order to 'designate conditions under which certain fibre implying terms may or may not be used on labels affixed to textile fibre products'.

Views, arguments or other data on this subject may be submitted in writing to the Federal Trade Commission, Washington, DC, 20580, on or before September 10, 1965. Written rebuttal may be submitted until September 30, 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

Federal Cigarette Labelling and Advertising Act

THE PRESIDENT of the United States has approved the Federal Cigarette Labelling and Advertising Act (Public Law 89-92) to establish a comprehensive Federal programme to deal with cigarette labelling and advertising with respect to any relationship between smoking and health whereby

(1) the public may be adequately informed that cigarette smoking may be hazardous to health by inclusion of a warning to that effect on each package of cigarettes; and

(2) commerce and the national economy may be: (a) protected to the maximum extent consistent with this declared policy; and (b) not impeded by diverse, non-uniform, and confusing cigarette labelling and advertising regulations with respect to any relationship between smoking and health.

A copy of this Act may be seen in Tariff Section, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4.

JAMAICA

Import licensing arrangements

THE List of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new item:

117 Brushes and brooms of whatever description.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

URUGUAY

Resumption of import registrations

HM EMBASSY at Montevideo report that the Uruguayan Government have resolved to postpone for 30 days the application of the Decree of June 15 (see the *Board of Trade Journal* of July 9, page 113). Consequently commodities included in List 1 will not be augmented by those in List 2 until September 16.

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
XI	61	Industrial cyclone ventilators	90 (Tax)
		Humidifying equipment	90 (Tax)
		Industrial ovens, except those for bakeries and biscuit making	90 (Tax)
		Calenders and roller-machines except those for metals and glass	90 (Tax)
		Equipment and apparatus for treatment by heat	90 (Tax)
		Distillation apparatus, evaporators, concentrators, lyophilizers and tunnels for drying by atomization	90 (Tax)
		Centrifugal separators	90 (Tax)
		Bottling equipment and machinery	90 (Tax)
		Packaging and wrapping equipment and machinery	90 (Tax)
		Industrial integrating balances	90 (Tax)
		Milling equipment and machinery	90 (Tax)
		Equipment and machinery for the milk industry and its derivatives	90 (Tax)
		Equipment and machinery for the bread industry	90 (Tax)
		Equipment and machinery for the confectionery industry	90 (Tax)
		Equipment and machinery for the cocoa and chocolate industries	90 (Tax)
		Equipment and machinery for breweries	90 (Tax)
		Equipment and machinery for the meat and sausage industries	90 (Tax)
		Machines for slicing cold meats and bread	90 (Tax)
		Equipment and machinery for the fish and shell-fish tinning industries	90 (Tax)
		Equipment and machinery for making fish meal	90 (Tax)
		Machinery and equipment for the cellulose, paper and cardboard industries	90 (Tax)
		Equipment and machinery for converting cardboard	90 (Tax)
		Equipment and machinery for book-binding	90 (Tax)
		Equipment and machinery for the printing industry	90 (Tax)
		Equipment and machinery for the graphic arts	90 (Tax)
		Equipment and machinery for extruding synthetic yarns	90 (Tax)
		Textile equipment and machinery for treating natural fibres	90 (Tax)
		Equipment and machinery for making threads of natural and synthetic fibres	90 (Tax)
		Knitting equipment and machinery	90 (Tax)
		Ancillary machines for the textile industries	90 (Tax)
		Finishing machines for dyeing and stamping	90 (Tax)
		Industrial sewing machines	90 (Tax)
		Sack and shoe sewing machines	90 (Tax)
		Equipment and machinery for tanneries and for the finishing processes of leather	90 (Tax)
		Equipment and machinery for steel mills and for the production of steels	90 (Tax)
		Equipment and machinery for rolling and forging metals	90 (Tax)
		Complete lathes, planers, and broaching and milling machines	90 (Tax)
		Shapers	90 (Tax)
		Other machines for working metals by wearing down surfaces	90 (Tax)
		Machine-tools for working metals by forming	90 (Tax)
		Wire drawing machinery	90 (Tax)
		Machinery for making wire	90 (Tax)
		Machines for making and threading bolts, screws, rivets and nuts	90 (Tax)
		Equipment and machines for making sections and piping	90 (Tax)
		Equipment and machinery for working stone, marble, ceramic products and similar minerals	90 (Tax)
		Glass-making machinery	90 (Tax)
		Equipment and machinery for the plastics industries	90 (Tax)
		Plastic extruders	90 (Tax)
		Hydraulic presses for plastics	90 (Tax)
		Moulds for the plastics industries	90 (Tax)
		Machinery for making chipboard, veneering and joints	90 (Tax)
		Equipment and machinery for oxygen, acetylene or liquid petroleum gas welding	90 (Tax)
		Machinery and equipment for making bricks and ceramic tiles	90 (Tax)
		Machinery and equipment for making electric bulbs and fluorescent tubes	90 (Tax)
		Vats and tanks complete with industrial fittings	90 (Tax)
		Machinery for making tyres	90 (Tax)
		Machinery for the rubber industry	90 (Tax)
		Equipment and machinery for making parts and pieces of motor vehicles	90 (Tax)
		Machinery for making electric conductors	90 (Tax)
		Machinery for the tobacco industry	90 (Tax)
		Equipment and machinery for making chinaware and sanitary fittings	90 (Tax)
		Driers and equipment for the treatment of timber	90 (Tax)
		Machinery for making vermicelli and pastes	90 (Tax)
		Ovens for making vermicelli, for bakeries and biscuit-making	90 (Tax)
		Machines for making Portland cement and blast furnace slag	90 (Tax)
		Machinery for paint making	90 (Tax)
		Equipment and machinery for making bodies for buses, hoppers, lorries, etc., etc.	90 (Tax)
		Machinery for assembling motor vehicles, lorries, etc., etc.	90 (Tax)
		Equipment and machinery for the pharmaceutical industry	90 (Tax)
XII	66	To the item: 'Complete chassis for lorries, SKD, TUP . . .' *add:* Vehicles must be of the purely chassis-cabin type, without platform	120 (Tax)

(*Continued in next column*)

Exchange regulations

IT HAS BEEN reported by HM Embassy in Santiago that, at its Session No. 342 which took place on July 26, 1965, the Executive Committee of the Central Bank has adopted the following resolutions with regard to the payment of imports through the forward exchange market.

Goods which figure on a special list

Forward exchange contracts can be made as soon as the goods have been cleared through the Chilean Customs, but the delivery date of the contract must not be earlier than 120 days from the date of the relative bill of lading.

Goods which do not figure on the special list

Forward exchange contracts can be made only if the relative bills of lading are dated up to 120 days prior to April 1965.

It was also reported that at its Session No. 342 the Executive Committee of the Central Bank fixed the maximum life of forward exchange contracts relating to payments of imports at 120 days. Consequently, contracts relating to deferred payment operations can only be made, at the earliest, 120 days before each instalment falls due.

Another resolution adopted at the same Session states that all applications for extension of the time for payment of imports will be subject to a fine of 1½ per cent per month if:

(i) One year has elapsed since the arrival of the goods in Chile, and

(ii) at least six months have elapsed since the date on which the importer became entitled to make a forward contract to cover payment.

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Liquid petroleum gas, in bulk	100 (Dep.)
	46	Tetranitrate of pentaerythritol in prolonged-action capsules and tablets in bulk	6
X	54	Varnished tinplate for preserves	10 (Dep.)
XI	61	Blades, scrapers and ditchers for motor graders, power shovels, bulldozers and angledozers	50
XII	66	Insert new item: Complete chassis for lorries, SKD, TUP or MKD, with a minimum useful load of 2,750 kg. (6,000 lbs.) and a maximum total weight, with or without load: Single axle – 8 metric tons Double axles (1·8 metres or less between centres) – 15 tons, or 7·5 tons per axle	
XIII	75	Gummed paper for use in franking machines	10 Deposit 1,000%
	81	Shooting: clay pigeon throwers and their electronic timers	20 Deposit 10,000%

ARGENTINA

Exemption from prior deposits

HM EMBASSY at Buenos Aires report the issue of two Argentine Central Bank Circulars RC Nos. 240 and 241, of August 2, which exempt the following from the payment of the prior import deposit.

Circular No. 240

Imports of spares and precision instruments effected by Electricity Co-operatives and the Cia Italo Argentina de Electricidad for use exclusively by these enterprises. The exemptions apply exclusively on condition that payments abroad are made at not less than 180 days from the date of shipment, and that no purchases of future exchange are transacted.

Circular No. 241

The following are added to the list of goods attached to Circular RC No. 220 of March 12 (see the *Board of Trade Journal* of

April 2, page 760). In order to qualify for exemption, however, imports must comply with the conditions laid down in Circular RC No. 230 of May 31 (see the *Board of Trade Journal* of July 2, page 45):

Tariff No.	Item
4289	Metaldehyde, for the preparation of molluscicides, only.
4306	Ammonium bromide for the preparation of bromomethane, only.
4546	Strychnine and its salts.
4881	Thallium sulphate for the preparation of rodenticides, only

Imports of capital goods

ARGENTINE Central Bank Circular RC No. 243 of August 5 modifies Circulars RC No. 196 of November 20, 1964 (see the *Board of Trade Journal* of January 22, 1965, page 187) and RC No. 202 of January 8, 1965 (see the *Board of Trade Journal* of January 29, page 246) as follows:

1. Exclude engines for aircraft and other aeronautical material (Tariff Nos. 1799/802) from the list of items shown as 'Capital Goods' in accordance with Circular RC No. 218 of March 5, 1965, and consequently from the regime of payments established by Circular RC No. 196 of November 20, 1964.

2. Imports of engines for aircraft, their spares, parts, aircraft spares and accessories for security in flight when destined for use by private civil aviation are exempt from the prior import deposits established by Circular RC No. 202 of January 8, 1965, and connected circulars.

3. To have recourse to the exemptions established by Sections 1 and 2 above, interested parties must obtain a certificate issued by the Secretariat of State for Aviation. Consequently it will not be necessary in such cases to comply with the requirements stipulated for the introduction of capital goods nor to make prior deposits before opening letters of credit, withdrawal of shipping documents or customs clearance. To this effect banks and intervening customs houses will demand the presentation of the above-mentioned certificate, the operation transacted being registered on same. Likewise, the Bank will assign the respective certificate number on forms 4002A in respect of payment for such imports.

4. The Secretariat of State for Aviation will grant these certificates provided the corresponding requests adhere strictly to the compliance of the following conditions:

(a) That the imports relate to engines for aircraft and their spares and aeronautical material for safety in flight, destined for private civil aviation;
(b) That said items constitute the real and immediate needs, and are not for the accumulation of stocks; and
(c) That the respective payments abroad are made at not less than 180 days from the date of shipment, and that no purchases of future exchange are transacted.

5. False statements made in sworn declarations or in the information required by the Secretariat of State for Aviation related to the rulings established in this Circular – liable to fine established by Article 17, Law 12160 – would give rise to the immediate cancellation of the respective certificate granting exemption, the suspension of the offending firm from operating on the exchange market, and the submission of the case to the Court for legal action.

6. The Central Bank will consider requests for the freeing of prior deposits constituted prior to the date of this Circular which are not for forward exchange purchase or for advance payments, provided the certificate issued by the Secretariat of State for Aviation is presented and the other conditions laid down in Section 4 above are complied with.

7. The import of aircraft (aeroplanes, gliders and helicopters) continue to be governed by the dispositions established in Circular RC No. 196 of November 20, 1964, and connected circulars.

COSTA RICA

Consumption tax on iron rods

BY DECREE No. 54, published in the Costa Rican *Official Gazette* on July 24, 1965, a consumption tax of Colones 5.00 per quintal of 46 kilos has been levied on iron rods of local and foreign manufacture.

CABIN LOADER FOR SOUTH AFRICA

A second Commer high-lift cabin loader has recently been taken into service by South African Airways at Jan Smuts Airport, Johannesburg. This is a 6-ton chassis with light alloy body by Palmer Coachbuilder Ltd., Hanworth, Middlesex, Edbro scissors-type hydraulic lifting gear and tailboard loader and a Perkins diesel engine. Vehicles of this type, on Commer and Karrier chassis, are currently in service in large numbers on international airports throughout the world. South African Airways alone operate six of the machines.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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- final (Q)	9 July 1965
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ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
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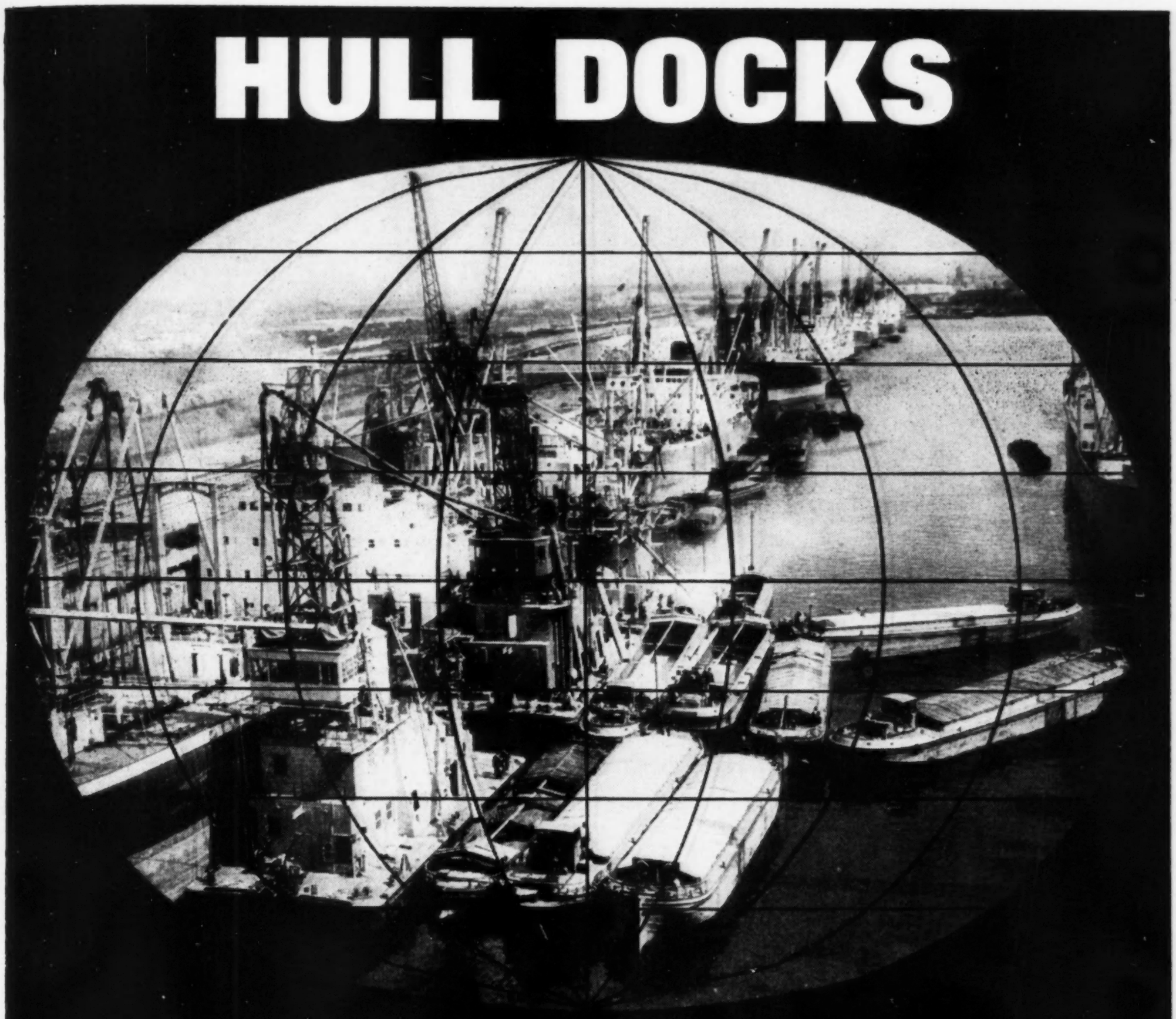

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